

SEPTEMBER 10, 1955

THE NATIONAL

Provisioner

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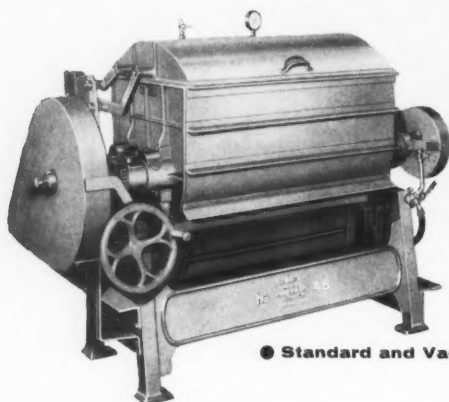
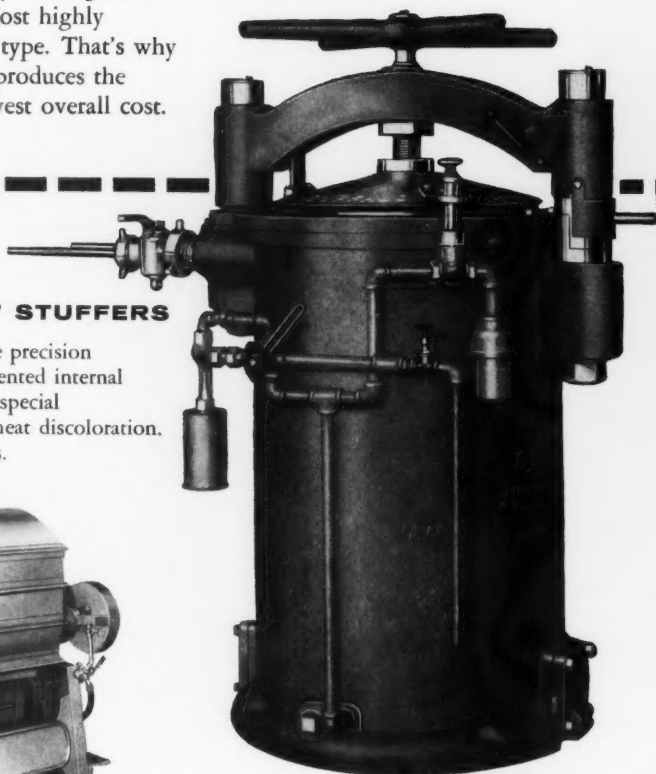
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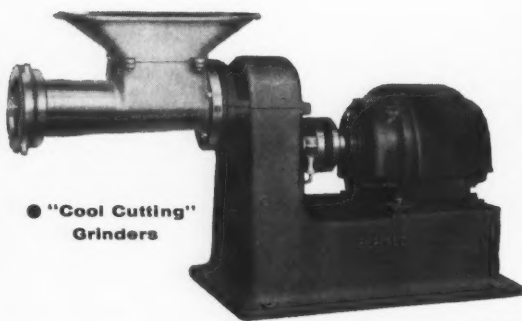
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THE NATIONAL

Provisioner

VOLUME 133 SEPTEMBER 10, 1955 NUMBER 11

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Published weekly at 15 West Huron St., Chicago 10, Ill., U.S.A., by the National Provisioner, Inc. Yearly subscriptions: U.S., \$6.00; Canada, \$8.00; Foreign countries, \$8.00. Single copies, 30 cents. Copyright 1955 by the National Provisioner, Inc. Trade Mark registered in U.S. Patent Office. Entered as second-class matter October 9, 1919, at the Post Office at Chicago, Ill., under the act of March 3, 1879.

News and Views

THE NATIONAL PROVISIONER

VOL. 133 No. 11

SEPTEMBER 10, 1955

A Perpetual Puzzle

EVERY TURNING that is taken, every expedient that is attempted and every year that passes seems to bury American agriculture more deeply in a swampland of product surpluses and support and control mechanisms. It is rather difficult to foresee that agriculture ever again will be out of "trouble" so as to operate freely under the stress and stimulus of the economic laws that govern most of our business community.

Sometimes the trouble may wane for a period—as during the war and postwar period—but certainly it is waxing now into a problem of major import for producers, taxpayers, consumers and businessmen.

What does a nation do next when it habitually produces more than it can consume, sell or give away—and when each harvest promises to add to the sterile store accumulated at the taxpayers' expense?

Since our surpluses seem likely to grow, farm income is down and election year is approaching, we can probably expect the following from Congress:

1. Reality will be ignored and no attempt will be made to take agriculture off relief.

2. There will be lots of speeches about the possibility of expanding foreign sales (or giveaways).

3. The farm income spigot may be reamed out a bit with higher loan values, supports or other more expensive and radical devices,

- or
4. The status quo will be accepted by all as the least dangerous course from a political standpoint.

Fats and oils and corn are two of the commodity fields in which the national farm policy most directly affects the meat industry. We hope that there will be no attempt to apply the doctrine of support to other meat industry products.

One AAA with its processing tax was enough.

'Harvest Festival' time is here. The partnership promotion of beef and vegetables was launched Thursday by the American Meat Institute and the United Fresh Fruit & Vegetable Association at a press luncheon at the Waldorf-Astoria Hotel, New York City. Some 175 newspaper and magazine food editors, national columnists and radio and television network program directors heard the story of this year's plentiful crop of beef and vegetables and received special kits of recipe materials to pass on to their millions of readers and listeners. Principal speaker was Earl Butz, Undersecretary of Agriculture. The meat picture for the 1955 fall season was described by Wesley Hardenbergh, AMI president.

The campaign, which is similar to the highly-successful promotion staged for the first time last year, is being tied into the industry-wide fall and winter series of meat campaigns. Phase 1 of the series was the initial pork campaign opened September 1 and continuing through September 10. Phase 2 of the series, a beef and lamb promotion, is scheduled for September 22 to October 1.

That September Weekend in Atlantic City is looking better and better as reservations continue to come in for the NIMPA eastern division regional meeting. John A. Killick, NIMPA executive secretary, said this week. A record-breaking crowd of 150 to 200 persons is expected to attend the meeting next Friday and Saturday, September 16 and 17, in the Claridge Hotel. The accounting session, originally scheduled for Friday morning, will be held instead on Friday afternoon, and the labor relations session has been moved up to Friday morning, Killick said.

The chairman of NIMPA's special cost accounting committee, Cletus P. Elsen of The E. Kahn's Sons Co., Cincinnati, will preside at the Friday afternoon discussion of NIMPA's new standard cost accounting manual. Committee members who also will be on hand include John Stephen of Arbogast & Bastian, Inc., Allentown, Pa., and William A. Cook of The Wm. Schluderberg-T. J. Kurdle Co., Baltimore. Subject of a workshop clinic scheduled for Saturday morning is "Top Management Looks at Sales."

Employment Rose to a record total of 65,488,000 persons in August, nearly 500,000 more than were employed in July, the U. S. Commerce and Labor Departments reported this week. Unemployment dropped by nearly 250,000 to a jobless total of 2,237,000. The rise in employment and fall in unemployment were attributed by the government to the normal August pickup in factory jobs and a smaller-than-usual decline in farm work.

unemployment plans recently negotiated in the auto and can industries were given initial approval by the government Thursday. The Department of Labor ruled that employer contributions toward the jobless pay funds are not wages within the meaning of the Fair Labor Standards Act. Two other conditions must be satisfied before the plans can go into effect. There must be a Department of the Treasury ruling that the employer contributions are tax deductible business costs, and there must be a sufficient number of states permitting simultaneous payment of state and private compensation.

Moving Day's Over—and are we glad. Last week for the first time the PROVISIONER was made up and printed in a new plant to which its printer has been forced to move by Chicago super-highway construction. So, if your magazine has been a little late once or twice during the last month, you now know the reason for the tardiness.



LITTLE KNOWN by its own name, Black Hills plant bases claim to fame on its "Rushmore" brand.



BEEF ARE slaughtered in the morning. Carcass in foreground being worked on a narrow cradle over pritch plate.

'Versatile' is the Word for Black Hills Firm

Capitalizing on the famous "Rushmore" name, this packer dresses cattle, hogs and poultry under one roof and even takes part in western movies through special jerked beef that it ships to Hollywood

A FIRM with a brand name that's better known than the company's own—a plant that combines federally inspected hog and beef slaughter with poultry processing—a packinghouse that turns out real jerked beef for authentic "westerns" made in Hollywood—that's the Black Hills Packing Co. of Rapid City, South Dakota.

Naturally landscaped with a well-stocked trout stream some 200 yards in front of the plant, and a background of pine-covered hills, the packinghouse is ideally located from a businessman's and sportsman's point of view. Besides being the only federally inspected plant within 400 miles, the plant is situated on the edge of a famous Midwest hunting and fishing area.

Continually expanding since being purchased by W. P. Mollers, owner and manager, in 1933, the company has advanced from a small plant to a progressive firm processing a full line of meat and sausage products. Deliveries cover five midwestern states and west coast distributors are also supplied.

Emphasizing brand identity to such an extent that the name of the Black Hills Packing Co. is comparatively little known even to local consumers, has been an important item in building business to its present volume. Typically, the brand name "Rushmore," used in advertising all products, is printed much larger than the longer company name. The brand not only provides a tie-in with the nearby Mount Rushmore national monument, but also indicates the kind of service given by this concern. According to Jim Howard, superintendent, excellence of product is considered of utmost importance in keeping the brand name in public esteem.

Advertising is effected by newspaper and store spreads in addition to half hour radio and TV programs. Broadcast programs have been found to be most successful when composed of organ or other similar music to make more pronounced, with a minimum of distraction, scattered spot announcements.

Constructed of brick and concrete, the main plant building consists of



SECTION of lower hog rail is removed to let beef pass through.

a basement and first floor. The recent addition of 5,500 sq. ft. has provided an enlarged beef cooler, hide cellar and a room for poultry processing. Chief inspector Dr. C. A. Towne says that the arrangement is unique in being the only MIB plant having beef and poultry dressing facilities under one roof.

The separate office building has windows on three sides and is connected to the plant by a covered ramp. All buildings are protected against fire by a sprinkler equipment system.

Located adjacent to a four-door enclosed loading dock, the new poultry processing unit has a capacity of 720 fowls an hour. The machinery was installed as a package with all necessary auxiliaries at a cost of about \$10,000. Scalding at 140° F., together with frequent washing, results in an exceptionally well-cleaned fowl. The firm specializes in fryers and the efficiency of its modern chain conveyor dressing system is reflected in the premium price which is readily obtained. Turkeys and other fowl are processed in sea-

ground

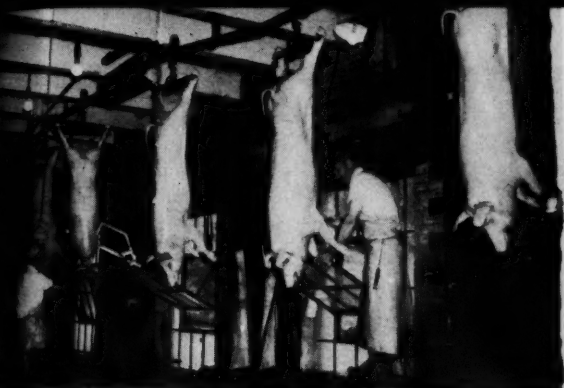
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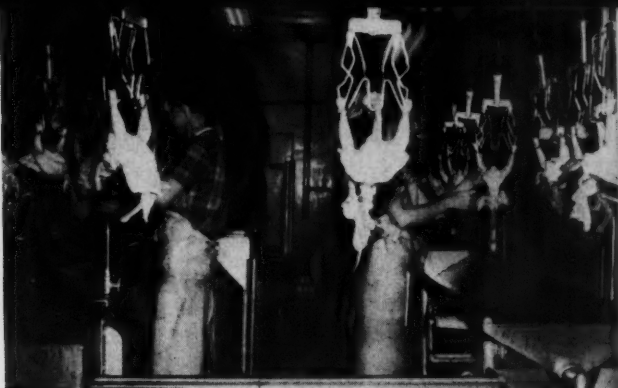
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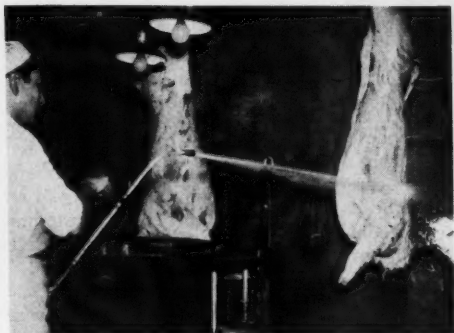
ONER



IN AFTERNOON hogs are dressed on same rail as beef at this point. Employees work comfortably from raised platforms.



POULTRY is dressed daily under MIB inspection in another room within same plant.



BEEF CARCASSES are cleaned quickly as they move along rail by high pressure water spray.



COMPACT poultry processing line turns out exceptionally clean fowl at 720 per hour.

son. Fine ice for packing is made in the plant.

Commenting on his experience in poultry processing, Mollers says that as an individual item for profit, and as an aid in placing other meat products, small packers cannot afford to be without this kind of a setup.

With a capacity of 300 hogs or 80 beef a day, equipment is carefully arranged to allow cattle slaughter in the morning and hogs in the afternoon. The beef dressing rail is used, in part, for the hog dressing operation. Hogs are hoisted for sticking in

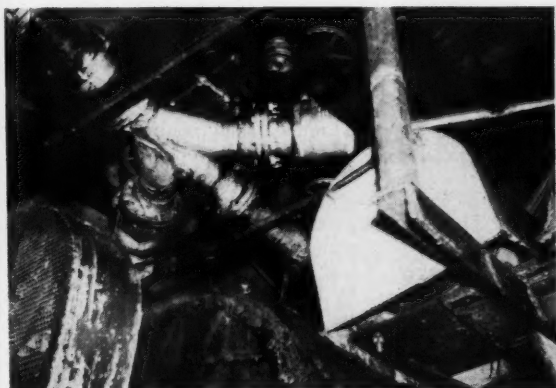
a corner of the floor opposite the cattle knocking pen and, after de-hairing and gambrelling, are conveyed via rail under the beef track. The hog rail then makes a sweeping curve to converge with the beef rail through a three-way switch. During beef operations a short section of the underpassing hog rail is removed to permit transit of the larger carcasses. Raised platforms are made to a convenient height so that hog dressing can be done along the beef rail with standard length trolleys.

A cradle narrower than is ordinar-

ily employed is used for beef skinning. Its design is said to prevent back tearing; the cradle can be removed easily during hog dressing.

A high pressure beef cleaning spray has sufficient force and volume to turn carcasses front and back for rapid, thorough flushing. Paunches, viscera, heads, hearts and livers are dropped by chute to a lower level to be worked in cooled rooms near the freezers in the basement.

Inedible parts from the killing floor go into a metal chute leading directly into a vertically-installed hasher lo-



HASHED inedible material is blown through 6-in. line to this 3-way valve for distribution to melters.



THE INEDIBLE cooking room has high ceiling and glass brick panels that provide natural lighting.



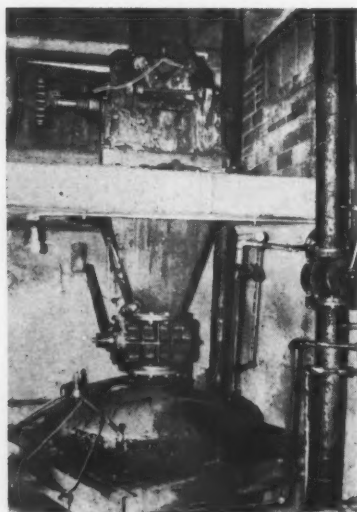
RAIL TROLLEYS are cleaned and polished in a welded steel rotary washer that looks like a laundry machine, then dipped in oil and hung to dry.

cated just under the floor (see photograph below.) Closely coupled to the hasher outlet is a large blow tank from which the material is propelled 50 ft. through a 6-in. pipe to the cook room. Distribution into the melters is by means of a three-way pipe tee so arranged and valved that one or more of the three large horizontal melters can be filled at the same time. Fumes are vented through atmospheric condensers.

In an adjoining room meat scraps are ground, sacked in 100-lb., 4-ply bags and sold under the "Rushmore" brand as meat, bone and blood meal.

Beef spleens and other suitable by-products are sold to dog kennels and to trout farms which abound in this area.

Next to the killing floor is a refriger-



INEDIBLE material is run through this vertical hasher, under kill floor, and discharged directly into blow tank.

ated cutting and trimming room where employes bone and fabricate a large volume of fresh meats. Chilled carcasses are removed from an overhead rail, rough-cut on a band saw and placed on a moving table for further subdividing and finishing. Four-ounce ranch style steaks are individually packed, and 2-oz. and 2½-oz. ground beef patties are formed in a Hollymatic machine. Ground beef is also marketed in 10-lb. and 50-lb. cellulose bags. Fresh pork is given a good close trim.

Adjacent to the trimming room a compact lard department turns out 7,000 lbs. daily with the help of Votator equipment. Lard is filtered in a Sperry press and packaged with the aid of a Harrington measuring filler into 1-lb. and 2-lb. cartons and tubs.

"Rushmore" sausage products are prepared in a kitchen with two Buffalo stuffers and silent cutter and flake ice machine. Some 35 kinds of manufactured meat are produced. A mild cervelat and foot long hot dogs are among the specialties produced under direction of Lloyd Bies, sausage foreman. A number of products are vacuum packed.

Genuine jerked beef is produced according to the methods of frontier days. Probably the only plant in the country manufacturing this specialty, the Black Hills Packing Co. repeatedly fills orders from Hollywood. Management believes that this item, put up in small packages, may have possibilities as a snack for the younger enthusiasts of the present Davy Crockett era.

Bellies are pumped on a multiple-needle injector and are given a three-day cure, while hams are pumped 9 per cent above green weight. Both hams and bacon are given a heavy

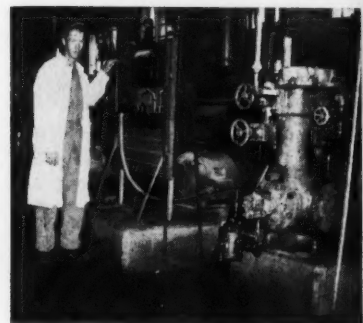
smoke in brick lined smokehouses. Four of the smokehouses are stationary with grate floors. The other is of rotary construction furnished with Link Belt equipment.

Following cooling to 28° F., the bacon is formed, sliced and weighed into 1-lb. and 2-lb. packages before being packed into printed open face cartons. Packages are stamped with a coded date.

A basement laundry cleans white coats, shrouds and employee's work clothing. Equipment includes a two-bin rotary washer, extractor and steam dryer. Clothes are not pressed but are neatly folded.

Close to the laundry, rail trolleys are cleaned and polished in a welded steel drum similar in design to the rotary clothes washer in the laundry but without bins or separated partitions. After cleaning, the trolleys are drained and then polished by mixing in sawdust and small scraps of leather. Following dipping in a white edible oil the trolleys are hung on specially constructed metal racks to dry.

In the engine room a 125 hp. Kewanee boiler is heated by natural



J. D. McNULTY checks refrigeration gauge pressures in the plant's compact engine room.

gas at 7½ psi. Bunker C oil is available as a stand-by fuel. While boiler feedwater is treated only by zeolite water softeners, chemicals are added to the hot water system for scale prevention. Temperature of hot water is automatically controlled by Taylor thermostatically operated valves. Six Baker vertical compressors operate at a 19 psi. suction and 190 psi. head pressure. Cooler temperatures are maintained by Gebhardt ceiling units and freezers are held at -18 deg. F. by Recold units manufactured by the Refrigeration Engineering Co., Chicago. Water is run through the condensers before being diverted to other plant uses.

Distribution of product is a greater problem than in some plants because



MANAGEMENT team of W. P. Mollers, owner; Fred Siegfried, sales manager, and J. R. Howard, superintendent, is pictured in beef cooler.

of the widely dispersed population. As an example, Hardin County, one of the largest in the state, has only one town containing as many as 2,500 people. Eight truck routes serve five midwestern states with three large trailers and common carriers delivering as far off as the West Coast. Sales branches are maintained at Bismarck, North Dakota, as well as at Lemmon and Hot Springs, South Dakota. Due to the size of the territory covered, several of the routes require up to four days for a single trip. Ford and Dodge trucks predominate with refrigeration by Thermo King and Kold Hold. Army contracts together with a heavy influx of tourists to nearby vacation areas help in providing a steady year around business.

Plant equipment includes poultry processing machinery by Baker Poultry Equipment Co., Ottumwa; ice-maker by Chip Ice Machine Corp.; hog hoist by The Globe Company; dehairer by Cincinnati Butchers' Supply Co.; Diamond hasher by Globe; rendering melters and presses by The Allbright-Nell Co.; meat scrap grinder by Jay Bee; band saws by Jones Superior and boning conveyors by Mercury; bacon former by Dohm & Nelke; bacon slicer by U. S. Slicing Machine Co.; smoke generator by Lipton; temperature regulators by Minneapolis Honeywell, package dater by American Perforating and sausage machinery by John E. Smith's Sons Co. Meat scrap bags are supplied by St. Regis Paper Co. ■

Right to Work Law Drive Considered in California

A movement is reportedly under way in California to place on next year's general election ballot an initiated measure for so-called "right to work" law, prohibiting the union shop and other forms of compulsory unionism.

Thus far, however, no initiative petitions have been circulated.

THE MOLDING FILM



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ADVANTAGES OF LOXON "7"

- MORE ECONOMICAL.
- NON-BREATHING-NON-TOXIC.
- EXTENDS SHELF AND STORAGE LIFE.
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- LOXON "7" CAN BE PURCHASED IN PRINTED OR PLAIN BAGS.

Food packers are licensed to evacuate and shrink LOXON bags when preserving food stuffs.

WRITE FOR SAMPLES AND PRICE INFORMATION TODAY

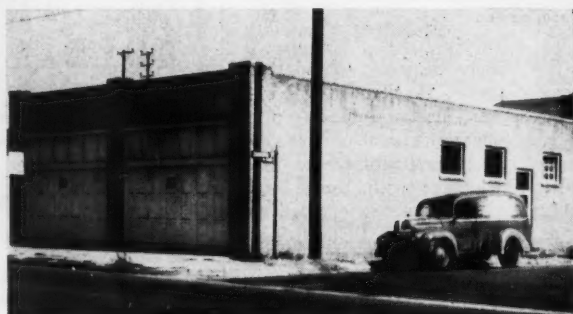
HOWARD PLASTICS, INC.

BOX 651 • COUNCIL BLUFFS, IOWA

He Gambled on Veal Cutlets—and a Lady



PRETTY Lonny Jennings is girl who put packaged product across.



SMALL plant, shown above, does big business with single 25c item.

CONCENTRATE 100 per cent on a single quality item, and get a bright, pretty, aggressive woman to do your selling.

That's the formula used by Danny Christoffersen, president, Alaska Meat Co., Los Angeles.



D. CHRISTOFFERSEN

It's working well, too, for this small organization is doing a nice business in Southern California and getting ready to expand its sales area. National plans are in the works.

The firm's entire production is in one item: "Alaskan" brand frozen breaded veal cutlets. The company packs for the institutional trade and for the retail market.

Mrs. Lonny Jennings is the girl who put the product across. She started with the company as a demonstrator early in 1953. By mid-June of the next year she was promoted to sales manager. In the past 30 months, she sold more than 200,000 retail packages in three-day demonstrations. In addition, Christoffersen figures, she gave cooked samples to more than 1,500,000 persons.

Store managers asked to have her back. Between demonstrations, Mrs. Jennings put her time to good advantage plugging the company's product

on regional radio and television shows. At various exhibitions around the city, such as the Do-It-Yourself Show, Kitchen Karnaval, and Christmas Show, she manned a booth for the company and gave away more than 55,000 small-sandwich samples.

Mrs. Jennings knows what she's doing. Her husband is a store meat manager for one of Southern California's big chain operations. And she had the experience of preparing family meals. This combination gave her the know-how to answer questions in an intelligent, interesting way. This helped considerably to put the product across.

Alaska Meat Co. was started in 1904 as a meat market by an ex-manager of an Alaska trading post. The Christoffersen family, with a partner, took over the plant in 1918, selling wholesale and retail meats. The business was incorporated in 1946.

Danny Christoffersen took over as president in 1947. New products and new ideas kept eating at the new executive. He experimented with frozen breaded veal cutlets and hit a successful combination—a product that tasted good, held up properly under freezing and could be readily mass-produced.

On his 32nd birthday, April 18, 1950, Christoffersen took the big plunge. He cut off all his firm's jobbing customers and went whole hog into the business of producing frozen breaded veal.



PROCESSED cutlets move into sharp freeze to be held at —20 F. for about one hour.

The company's been at it since and now is spreading distribution through the entire state of California. It hopes soon to be shipping nationally. Alaska's retail distribution in Southern California is in its fifth year with the giant Certified Grocers organization, a buying cooperative that serves about 1,500 stores in the area. Advance re-



meat covers

by **PORTCO**

your western supplier

Fast Service on Highest Quality Meat Covers
at Lowest Possible Prices



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Sewn Crinkled Kraft
25-lb. and 40-lb. bags*
For Domestic and
Military Shipment

* Meeting all Federal and Military specifications.

NEW

ECONOMY COVERS

Pasted Crinkled
Kraft Bags
For Local and
City Delivery

For price lists, information
and samples, write to your
local accredited Portco
jobber, or to

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Associate Member—Western States Meat Packers Association, Inc.

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TWO PNEUDRAULIC UNITS FROM CARPENTER- HETZLER

FOR
HIGHER PRODUCTION
LOWER COST

For splitting, washing or shrouding cattle. This C/H Pneudraulic lift platform speeds operation, cuts down labor fatigue. Simple installation requires only anchoring and connecting half-inch air line. Operator in complete control of lift and descent speeds at all times. A real "assist" for the packer.

Elevator 2097-1

Head-Splitter
2056-1

Performance-tested for speedy, safe operation. The C/H Pneudraulic Head-Splitter saves valuable floor space; increases production. One air-line connection puts it to work for you. Low installation; low maintenance costs make it a real profit-maker that belongs on your kill floor. (Pat. Pend.)

For additional information write:



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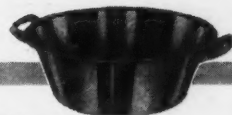
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STAINLESS STEEL
for lasting economy and cleanliness!



Pail with chime,
available in 13 and
16 quart sizes.



Round meat pan,
24 qt. capacity.

Vollrath pails and pans are made of extra durable, easy-to-clean stainless steel. They stay bright and new-looking longer . . . help you meet and maintain rigid sanitary requirements.

Vollrath Ware is seamless, crevice-free, corrosion-resistant and non-contaminating. That's why more and more packers order Vollrath Stainless Steel Ware . . . the ware that fits their needs!

You'll find hundreds of uses for Vollrath Stainless Steel Ware throughout your plant. Check up today. See your distributor.

First in STEEL Utensils
Stainless Steel and Porcelain Enamored Steel



Branch Offices and Display Rooms: Merchandise Mart, Chicago
200 Fifth Avenue, New York • 712 S. Olive Street, Los Angeles

tail sales are handled by Pictsweet-Swanson Sales Co.

The retail pack sells for 25c. It was one of the first prepriced frozen package items. The package weighs 4 oz. and has a 1/2-in. thick cutlet rolled in soft winter wheat flour. The company's 4 x 7 in. institutional cutlet just underwent a change—the product is now dipped in buttermilk.

Alaska's 2,500-sq.-ft. plant is run by only three people. All processing and freezing is done right at the plant. The firm uses about 3,000 lbs. per week of grain-fed choice quality calves. ■

Franks with Cheese Core, 'Cheezdogs,' Bow in Arkansas

A new skinless frankfurter with a heart of cheese is being test marketed throughout Arkansas by Little Rock Packing Co., Little Rock. The new product, called "Cheezdog," has a pencil-size core of cheddar cheese inserted by a special machine that may be attached to almost any frankfurter stuffing machine, according to its developers.

Little Rock Packing Co. is the first firm licensed to make the new product by the newly-formed Cheezdog Corp. of America, Little Rock, which also plans to grant franchises to packers in other states to use the process on a royalty basis.

The product manufactured by Little Rock Packing under its Arkansas Maid label is selling for about 10c a pound more than top quality franks, according to Troy Tucker, sales manager.

A Little Rock attorney, John A. McLeod, jr., developed the idea for the new food product. After experimenting in stuffing frankfurters with cheese manually, he and his associates contacted the Skidmore-Crook Machine Tool Manufacturing Co. of Fort Worth, Tex., which is manufacturing the machines.

McLeod is vice president and general manager of the new Cheezdog Corp. Harvey G. Combs, Arkansas state insurance commissioner, is president, and Eli W. Collins, longtime public official, is secretary-treasurer.

The new machine is named "Finkbeiner" after Chris E. Finkbeiner, president of Little Rock Packing Co., who agreed to produce the first Cheezdog.

Machinery Men Meet Sept. 15-18

The Packaging Machinery Manufacturers Institute will hold its 23rd annual meeting at The Homestead, Hot Springs, Va., September 15 through 18.

Packaging Experiment Opens

Door to Sales



NEW FRANK package hits sales bulls' eye with Davy Crockett design, says George F. Schmidt, vice president.

WHAT started as a packaging experiment at the J. Fred Schmidt Packing Co., Columbus, Ohio, has expanded within the past few months into a two-department operation.

Liver sausage chubs were the first products to be packaged. Now the firm prepares seven items in chub form and Cryovacs six different link products, according to George F. Schmidt, vice president.

Only three weeks ago the packer added a new department to slice and vacuum-seal 14 different sausage meats using Flex Vac equipment.

A new wiener package, which takes its cue from the current interest in Davy Crockett, is called "Frontier" and pictures a scout in coon skin scanning the horizon, cradling his rifle in



CLARK WOOD, plant superintendent, opens new will-call order door that adjoins order assembly room.

one arm. The backboard, on which is printed the label and the illustration, is placed into the pouch before it is sealed by the Cryovac method.

While riding the Davy Crockett popularity crest may seem like a simple idea, Schmidt said the sales response has been very gratifying.

Another item being prepackaged is Schmidt's old style canned German bouillon. During summer months when cooking is often looked upon as a chore, the bouillon becomes a sales leader with housewives.

The expansion in packaging called for, in turn, an increase in order assembly area as more items had to be stocked for shipment. The assembly room has been redesigned to permit the handling of the company's frozen foods line from the same central location. Previously the beef plant was used to house the frozen foods breakdown operation. Delivery trucks then had to be located both at the main plant for sausage meats and at the beef plant for frozen items.

Build Special Will Call Room

In the new order assembly room the frozen foods are stored at a basement level and move in and out of the area via a conveyor system. The first floor area, which has doubled the available order assembly space, also is equipped with conveyors that move products directly into waiting vehicles.

A special feature is a will call room where customers receive their items without entering the plant coolers. The entire order assembly area is connected with a speaker box intercommunications system.

A spur of the main loading conveyor system leads to the will call room. A clerk there calls the order which is assembled and then conveyed into the room.

Clark Wood, plant superintendent, said the system expedites order assembly. Customers and shipping room employees stay out of each others' way and the shipping crew has sole responsibility for proper stock rotation. It cannot alibi that a "customer did this or that," Wood related.

A separate sales force is employed by Schmidt to handle frozen foods which include standard brands of fruits, seafood, etc. Through experience the packer has found that it is not economical to have salesmen han-

dle both frozen foods and sausage meats lines. Salesmen have a tendency to push one line or the other, Schmidt explained. As a result neither line receives the selling effort it deserves for maximum results. Each of the two lines has its own sales manager.

To give its greatly expanded packaged meats a family type label, the packages are now being redesigned, Wood related. New colors are red, yellow, white and black. The same design will be transferred to the truck fleet and will appear on salesmen's cars.

★ ★ ★



NEW PROCESS printed bacon board with side flaps is being offered in stock design by Sutherland Paper Co., Kalamazoo, Mich. Flaps and scores serve as guides for centering bacon on board. Plain overwrap allows clear view of bacon.

★ ★ ★



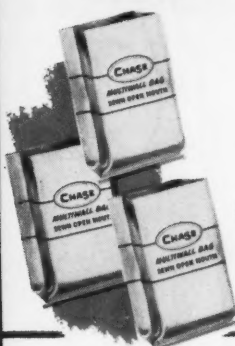
NEW, FULL-COLOR package has been adopted by New England Provision Co., Boston, for its recently-introduced 1/2-lb. sliced pastromi. New package, in bright yellow, red and blue, features a picture of a thick pastromi sandwich to whet consumer appetites. The company is throwing its full advertising schedule behind promotion of the packaged pastromi and will employ 158 weekly radio spot announcements, three half-hour television programs and special point-of-sale demonstrations and materials. Package was designed by Roger Ollson, Boston package designer, and supplied by Marathon Corp., Menasha, Wis.



SHIPPING-COST SAVINGS YOU CAN SEE!



1
100-LB. BARREL
COSTS \$1.40



3
CHASE BAGS
COST \$.60

YOU SAVE...\$.80

(Multiply this by the number of barrels you use)

These are approximate figures, of course, but they point up an important fact. By using CHASE Polyethylene-Laminated MULTIWALL Bags, instead of barrels, you can cut your packaging and shipping costs some 50% on edible meat products.

And, to this first-cost economy, you can add *still further* savings for there are no bulky barrels to clean, reprocess, and store—no return transportation or trouble with empties.

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WE'LL KEEP THEM IN LINE

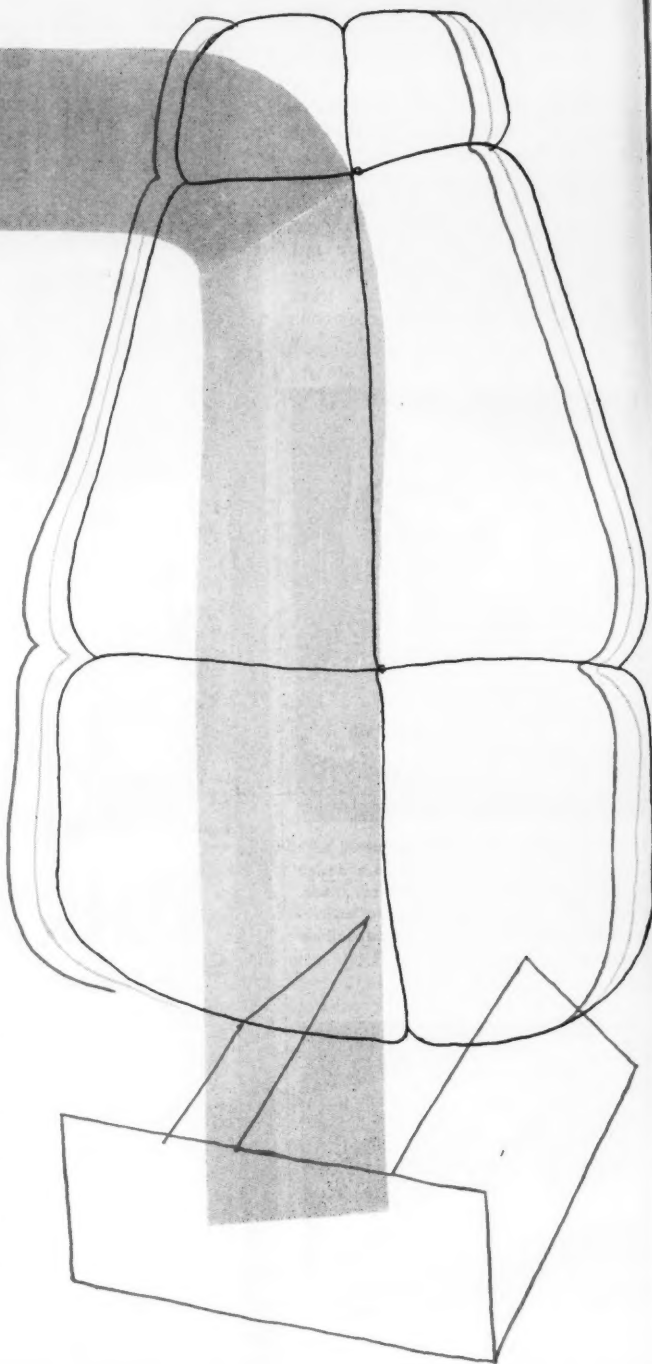
Daniels smoked meat wraps keep your packaging costs in their proper proportion.

However, their value to you will exceed this proportion to the cost, in eye appeal, in selling quality, in product protection.

For Ham wrapping we suggest Tri-pak, Daniels original Patented unit-assembled, multiple sheet wrap.

Daniels Bacon-Pak is our suggestion for sliced bacon. It is the finest greaseproof paper, manufactured especially for the purpose.

We would like to give you all the important particulars. Contact us, no obligation, of course.



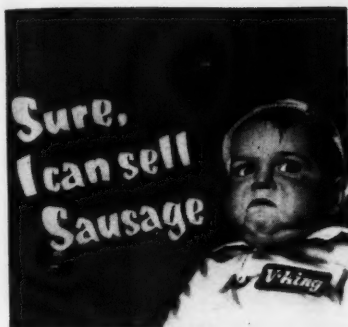
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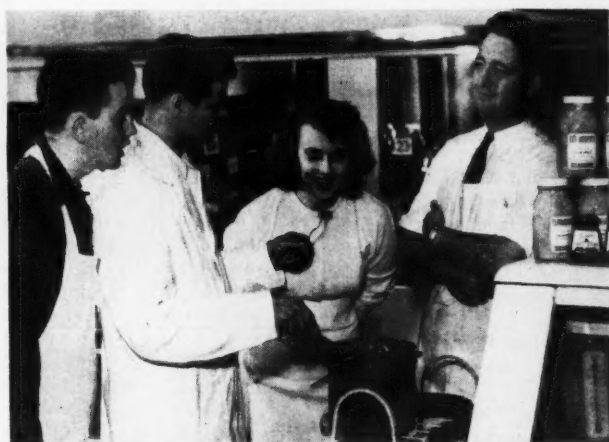


A POSITIVE attitude is a good start.



NEW Visking sales training film gives seven-step plan to move more sausage products.

Selling Needs a Formula, Too



HOT TASTE samples generate enthusiasm for new item among retailer and clerks, helping pave way into display case for product.



BY HELPING retailer sell more sausage, salesman helps self as he arranges display at check-out counter.

SSAUSAGE selling, like sausage itself, is composed of many ingredients that determine final results. The sausage manufacturer, however, often is less heedful of increasing sales than product formulas, giving salesmen little direction to help them boost results from their routes.

To aid sausage manufacturers in this all-important sales training program, The Visking Corporation, Chicago, Food Casing Division, has produced a specialized sales training sound slide film which for the first time is being made available to the industry at cost along with a compact projection and sound unit.

The 40-minute color sound-slide

film, "Sure, I Can Sell Sausage," incorporates a seven-step program for increasing sales by helping retail customers move more sausage. The overall plan for the film was worked out by research study and by actual travel with successful sausage route salesmen.

The film, which is composed of 385 frames, can be shown in its entirety at a preliminary sales training meeting to provoke thought and discussion and then be reshowed in segments at various phases of the program are taken up at future meetings.

"We feel, of course, that the best sales program for any company is one tailored to that firm," explained Mar-

vin W. Toepper, Visking sales service manager, at an NP preview of the film. "This graphic presentation of how a program was developed by a mythical sausage firm gives a basic pattern and should stimulate the type of coordinated planning and teamwork needed by individual sales forces to work out their own ideal plan."

Visking also has prepared handbooks and meeting guides to accompany the film for the use of route salesmen and sales managers.

The film opens with a group of route salesmen discussing ways to sell more sausage and smoked meat products along their routes. The story follows one of them along his route as



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in SAFETY, too!

Why take a chance with other Wraps when you can be sure with TOUGHIE, the number-one oiled Loin Wrap. TOUGHIE reduces moisture loss . . . prevents sliming . . . freezerburn . . . and discoloration. TOUGHIE'S friends also deserve your careful consideration: Freezwraps, Bacon Wrappers, and the new "3-C" Carcass Wraps. ALSO, don't forget our individually styled Frozen Food Overwraps.

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NORCROSS Stainless Steel

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Available in 32 in. "D" and 48 in. straight-type handles . . . 4 tines or 5 tines. Polished tines, satin finish handles.

ORDER A SAMPLE FOR TEST
C. S. NORCROSS & SONS CO.
BUSHNELL, ILLINOIS



CONSUMER enthusiasm for new product is roused by taste tidbits at point-of-sale demonstrations.



MASS display is one of best ways to attract attention to sausage and increase sales. Film gives many tips.

the salesmen try out a program for increasing sales for their retail customers and, therefore, for themselves and their firms.

The seven steps for the route salesmen include:

1. Suggesting to the store manager or butcher that he rotate his stock in the case.
2. Checking the retailer's cooler stock to determine re-order needs and replenishing the display case to create mass displays.
3. Giving the retailer actual taste samples of any new products.
4. Presenting the retailer with a check-off re-order list, suggesting re-order items and encouraging him to stock new products.
5. Bringing in orders from truck and arranging stocks in cooler and display cases.
6. Giving the retailer merchandising, displaying and selling tips and suggesting new ideas for point-of-purchase promotion by such methods as taste tidbits for the shopper to try.
7. Making sure that any attempt by the retailer to improve his sausage or smoked meat displays wins recognition and compliments from the route salesman.

Other Pointers Given

In addition to the seven-point sales plan, the film emphasizes "do's and don'ts" necessary to healthy salesman-customer relationships. These range from suggestions on personal habits and conduct on the job to pointers designed to improve the route salesman's efficiency in planning and executing his sales program.

One of the most important elements

of the film is its reality. Only one professional model was used. The 22 leading characters were cast from Visking employees, and 36 additional characters were picked while the filming team was actually on location. Eight professional voices were used in the recording.

After the script, written by L. Mercer Francisco of Francisco Films, Chicago, and edited by the Visking sales department, was approved, Visking's first job was to set up a whole sausage "company." "V-King" was chosen as the name of the mythical product. The advertising and art departments of Visking designed new imprints for casings and point-of-purchase material and truck and display signs. Several route trucks were obtained and painted to advertise "V-King." More than a ton of sausage and smoked meats were packaged under the brand name so real product could be utilized.

Sixteen retail locations throughout Chicago and its suburbs and two sausage companies were used in the filming.

Visking officials feel that the filming process itself proved a good test of many sales techniques advocated in the film. While the film company was "on location" in food stores, numerous customers were attracted by the bright sausage packages labeled "V-King."

Although "not for sale" signs were posted at the prop displays, Visking representatives frequently had to retrieve packages from startled customers at the check-out counter and explain, "That brand of sausage doesn't exist." This was proof positive that good displays really sell sausage.

Arrangements can be made through the Visking technical sales representatives for a showing of this film.

General Clay to Address Packaging Institute Forum

General Lucius D. Clay, chairman of the board, Continental Can Co., is to give the keynote address at the three-day 17th annual forum of Packaging Institute beginning October 31 at the Hotel Statler, New York City.

General Clay, now retired after a brilliant military career, is recognized as one of the country's outstanding administrators of a major corporation.

Theme of the Packaging Institute forum, "The Pulse of a Ten Billion Dollar Industry," will be presented by the following business leaders:

Norman Greenway, vice president, Robert Gair Co., Inc.; Fen K. Doesch, vice president, Lily-Tulip Corp.; Charles W. Kaufman, vice president, Kraft Foods Co.; Joel Y. Lund, president, Lambert Pharmaceutical Co., division of Warner-Lambert-Pharmaceutical Co., and William Naden, executive vice president, Esso Standard Oil Co.

In addition to the major management day addresses, Packaging Institute, a packaging association of 415 corporate members comprising leading users and suppliers of packaging materials and machinery, will present experts to discuss and exchange information on many facets of packaging. For two days seminars will be held on a wide range of subjects, including the folding carton, materials, production line, adhesion, films and foils, flexographic printing, package design, and packaging machinery automation.



NEWLY-DESIGNED 'Tater-Dog' carton has been accepted enthusiastically, reports Dietz Newland, president of 'Tater Products Co., Cedar Rapids, Iowa. Carton is designed with a bright yellow background and an appetizing illustration of a suggested serving on the top. Cooking instructions are on back of package. Happy-looking dachshund is used as merchandising character. Carton was designed and lithographed by Milprint, Inc., Milwaukee. 'Tater-Dogs' are produced and distributed to grocers and restaurants by local franchise holders throughout the country.



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\$50,000,000

For Wage Raises and Dividends?

HERE'S HOW

SAYS WALTER H. LLOYD
Livestock Conservation, Inc.

FIFTY million dollars ain't hay, but by sheer coincidence it approximates the profits of the packing industry last year, as well as the cost in the coming year of the current round of wage increases in the industry, as was so well pointed out on the editorial page of *THE NATIONAL PROVISIONER* for August 13.

However, these are not the only expenditures in the industry that approximate this somewhat magical sum.

For example the cost of condemnations by the USDA Meat Inspection Branch, plus the cost of bruises revealed in the packers' coolers, easily exceeds the \$50,000,000 needed to pay the wage increases or to double packers' profits.

In calling attention to this total loss we do not mean to make light of the means suggested in the *Provisioner* editorial of finding the \$50,000,000 which is so badly needed to keep this important and basic industry of America in a sound condition.

Instead we are calling attention to this added source of the needed revenue because it is so often overlooked or taken for granted as a necessary expense of doing business.

In so doing let us look first at just how this \$50,000,000 cost of losses was arrived at:

First there are the ante mortem condemnations that included in the year ending June 30, 1954 a total of 3,174 cattle, 815 calves, 573 sheep and lambs and 1,605 hogs. Applying average weights and values as reported by the USDA for 1953 to these totals we find the cost of ante mortem condemnations totaled \$668,558.

Next there are the post mortem carcass condemnations, which in the same period totaled 83,714 cattle, 35,876 calves, 63,931 sheep and lambs and 97,189 hogs. Applying the same average weights and prices we add \$21,936,552 to our total.

Then we find that parts of carcasses were condemned from 315,321 cattle, 14,166 calves, 784 sheep and lambs and 1,603,141 hogs. Giving each part an average value of \$5.00, which may or may not be high, we approximate another \$10,000,000.

However, condemnations do not stop there. In addition 2,344,142 beef livers were condemned as were 77,833 calf livers. At a conservative \$2.50 each that adds over \$6,000,000 to our rapidly mounting total.

We're still not through. Careful estimates from the National Bruise Survey, carried on over the past several years by Livestock Conservation, Inc., give the cost of bruises as revealed in the packers' coolers as follows: Cattle, \$10,016,920; Calves, 638,790; Sheep and Lambs, 786,045, and Hogs, 5,192,215. This adds up to \$16,633,970.

The figures cited in the above paragraphs total:

Ante mortem	
condemnations	\$ 668,558
Post mortem carcass	
condemnations	21,936,552
Post mortem part	
condemnations	10,000,000
Liver condemnations . . .	6,000,000
Cost of bruises	16,633,970

All this adds up to a grand total of \$55,239,080, which is just a little more than the \$50,000,000 the *Provisioner* said is needed.

However, the packer may say that there is a lot of duplication between the cost of bruises as given above and the cost of part condemnations. Granted, but will it offset the losses on the 20 per cent of livestock slaughter that is non-federally inspected and for which there are no figures? Or will it offset the losses from deads and cripples that, according to estimates by Livestock Conservation, Inc., reach a total in excess of \$10,000,000 each year?

Regardless of any statistical wiz-

ardry in the above figures, there's an awful lot of money lost to the packing industry each year from condemnations and bruises.

How that can be turned into realizable income with which to pay wages or dividends is another question. Here are suggestions for positive action:

First, it is safe to say that too many packers count this loss as an inevitable part of the cost of doing business. Here and there a progressive operator is doing something about it, but have YOU as a packer asked your accounting department to tell you what bruises and condemnations are costing YOU? That's the first step.

The second step is to appoint someone at the executive level in your own organization and at each plant to make it his responsibility to see that such losses are first ascertained and then reduced. This will involve intense cooperation from all personnel from the lowliest stock handler to the buyer in the yards, and from the maintenance crew to the transportation department.

Today nearly every packer has a human safety department or program. A person seriously ill or with a physical defect is not employed, or if he is employable he is put in a safe position. Meetings are held, slogans and posters are displayed and workers are instructed in safe practices. This costs money and time but is generally considered well worth while.

Is a livestock safety program any less important? Certainly the financial stakes are bigger and closer to the stockholders' and wage earners' pocketbooks.

The question, "How are we going to prevent the federal meat inspector from condemning a diseased or injured animal?" is a good one and a question to which your buyers can give part of the answer, which is,

"Do not buy diseased or injured animals."

For example, an eastern packer was asked the other day, "What percentage of the cattle that you buy has horns?" His answer was, "None because our buyers have instructions not to purchase any cattle with horns." Certainly no horn bruises would be revealed in his coolers and the value of the hides he sells would be considerably higher. The same holds true of grubby cattle.

So it is with other livestock defects, many of which have visible signs. Surely the buyers of the 11,437 calves condemned in 1954 for immaturity, or of the 7,778 cattle and 17,308 sheep and lambs condemned for emaciation, could have avoided those purchases. Other causes for condemnation may be less apparent but the trained buyer can spot many of them and if he has to buy the animals, let him buy them subject.

Urges Support of LCI

The packer has still another point of attack at the problem of securing an injury-free, disease-free and parasite-free supply of livestock, and that is to support the efforts of agencies that are working with all branches of the industry to reduce such losses through an educational and research program. Livestock Conservation, Inc., is actively working with the agricultural colleges, the experiment stations, the U. S. Department of Agriculture and the livestock associations to reduce livestock losses from all causes, but especially marketing and handling losses.

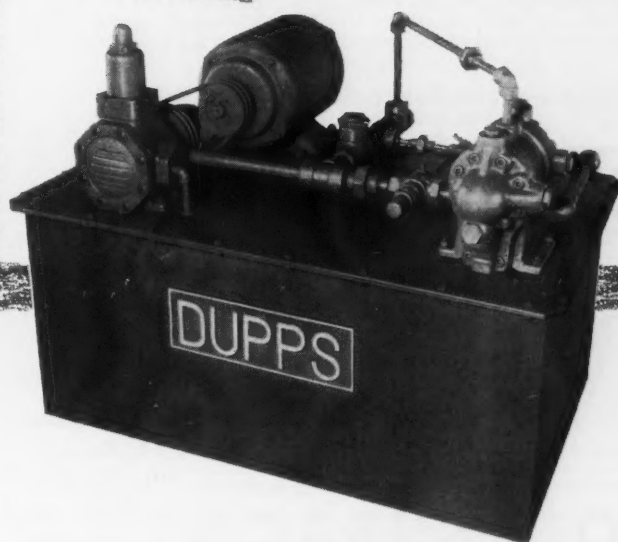
Today this non-profit organization, with its trained staff, is being supported by the voluntary contributions of a handful of industry leaders. The association's budget is tiny to do the vital job it knows how to do. It cannot even meet the requests that reach it daily for literature and visual aids, nor does it have the staff to work with and organize the states and markets that are anxious for help in solving conservation problems.

Annual livestock losses from all causes run over \$2,000,000,000 while Livestock Conservation, Inc., has a budget of only a few thousand. Support is needed to help supply literature, slides, and the prize for a winning 4-H or FFA project that, in turn, will help deliver to the packing plant a supply of healthy, injury-free livestock and cut losses from bruises and condemnations.

The \$50,000,000 is there if you decide you are going to get your share of it. ■

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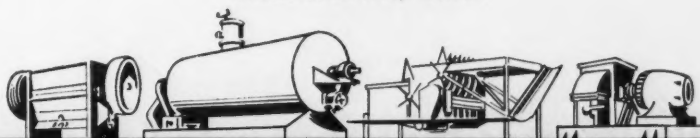
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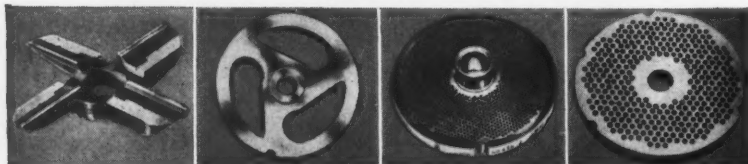
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State VE Control Group Asks Federal Indemnity

Total federal indemnities on swine destroyed because of vesicular exanthema were asked in a recent recommendation to Secretary of Agriculture Ezra T. Benson by the California Vesicular Exanthema Control Committee.

The committee said that there are no California funds immediately available for indemnification. The group plans to try to get the state legislature to provide sufficient funds for the state's share of any future indemnity necessary in an eradication program.

It was pointed out that during the first eight months of 1955 only 13 outbreaks of VE occurred in California, compared with 42 in the same period of 1954 and 126 in the like 1953 period, indicating that control measures have been fairly effective.

Since there is almost no market for VE hogs, it was the consensus of both the state and federal regulatory officials that all remaining infected or exposed hogs should be liquidated immediately, the recommendation to Secretary Benson said.

Packer Exhibits are Packing Them in at Canadian Show

Canadian housewives are flocking in droves to exhibits of two meat packers at this year's Canadian National Exhibition in Toronto.

Canada Packers, Ltd., is operating an air-conditioned theater where housewives are given tips on economical and tasty preparation of meat dishes. In addition, the company has set up displays showing the various cuts of a beef carcass and illustrating how the company's "Blendex" emulsifier improves the mixing qualities of shortening. A staff of 60 is manning the 2,800-sq.-ft. exhibit area.

Swift-Canadian Co., Ltd., has a Martha Logan cooking school in an air-conditioned theater on its 2,500-sq.-ft. display space. The company also has a baby meat booth which awards a daily prize of a year's supply of baby food.

'Fats in Feed' is Topic

The 16th annual Minnesota animal nutrition short course will be held Monday and Tuesday, September 12 and 13, at the St. Paul campus of the University of Minnesota. Ralph Van Hoven, vice president of the National Renderers Association, will discuss "Production and Utilization of Fats in Poultry Feeds" on Tuesday.

Seasonal Trends in Livestock

Prices
Marketings
Slaughter

KNOWLEDGE of the broad seasonal trends in livestock marketings, prices and slaughter, as well as in meat production, storage stocks and wholesale and retail meat prices, can be used by the meat packer and processor in planning his operations and merchandising. These trends have recently been well spelled out in "Charting the Seasonal Market for Meat Animals," USDA

Differences between seasonal price patterns are especially great for the various kinds of cattle, as brought out in Charts 2 and 3. Those not fed conform to the pattern of peak supply and lowest price in the fall; feeding delays the supply bulge for the higher grades until progressively later seasons. Prices of veal calves are highest in January and February and lowest at midsummer. Lamb

SEASONALITY IN LIVESTOCK PRICES

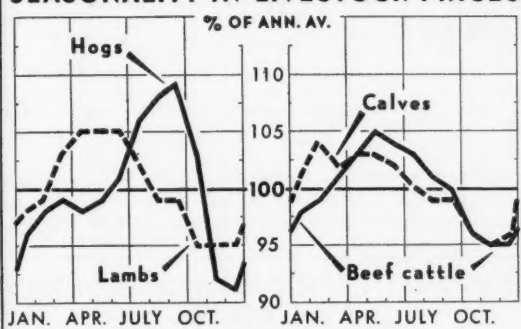


CHART 1

Agriculture Handbook 83, by Harold F. Breimyer and Charlotte A. Kause. The charts and comment appearing on the following pages summarize, in very abbreviated form, some of the data in the Agricultural Marketing Service study.

Broad seasonal trends in prices of meat animals reflect basic seasonality in production. To a large extent, cattle

SEASONALITY IN COW PRICES

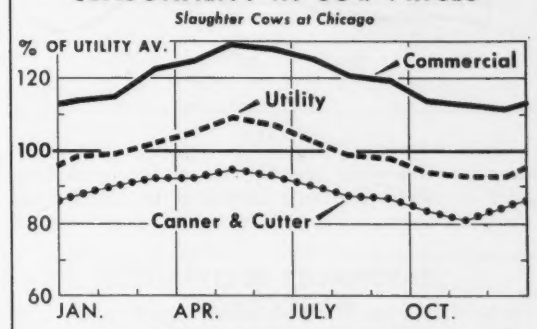


CHART 3

feeding smooths out the slaughter supply, but not as much as cattle feeding. Lambs are lowest in the fall, highest in the spring.

Price trends for each class and weight of hogs are much alike (see Charts 4 and 5), but are different enough to affect producers' decisions as to marketing weight. Prices of lighter weight hogs—at a premium except in

SEASONALITY IN STEER PRICES

Corn Belt Slaughter Steers at Chicago

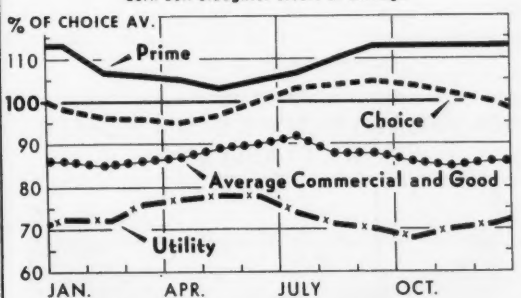


CHART 2

SEASONALITY IN PRICES OF LIGHT AND HEAVY HOGS

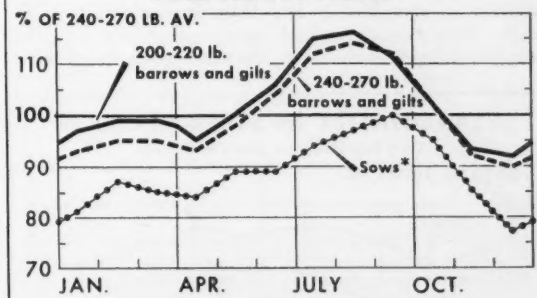


CHART 4

and sheep are born in the spring and marketed in the fall; Their prices are usually lowest in the fall and climb to a spring high. As shown in Chart 1, broad seasonal price swings are similar for the grazing species. They are different—and greatest—for hogs which have two up-and-down-swings each year.

early fall—begin their seasonal price changes earlier than the heavies. Winter price recovery is small for the heavy animals.

As shown in Chart 6, livestock marketings are highly concentrated at the end of the grazing season for all meat animals except hogs. In the case of steers, as shown in

Chart 7, seasonal marketings of various grades at Chicago almost offset each other and the total is nearly uni-

in October bring the cattle kill to its peak in that month (Chart 9). Processing of barrows and gilts (Chart 10) dips

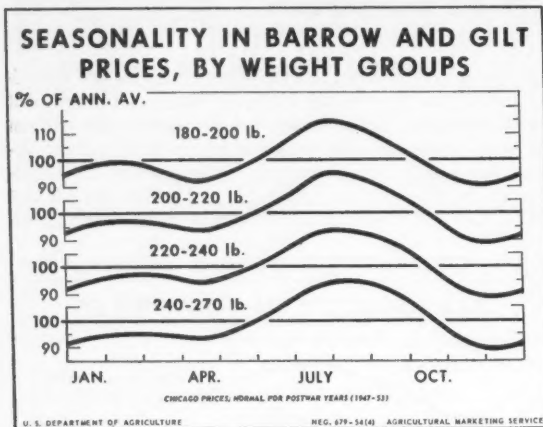


CHART 5

form. The November-January high in hog marketings (Chart 6) reflects the large farrowings of March-April.

As will be seen in Chart 8, except for hogs, seasonal

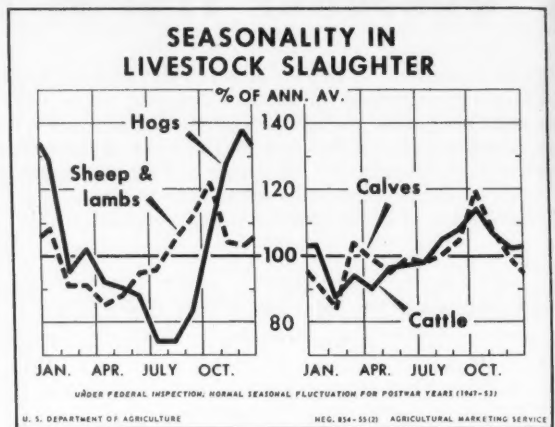


CHART 8

to a very low point in midsummer while sow kill rises.

The seasonal fluctuations in the production of meat (Chart 11) parallel those in livestock slaughter. Fluctua-

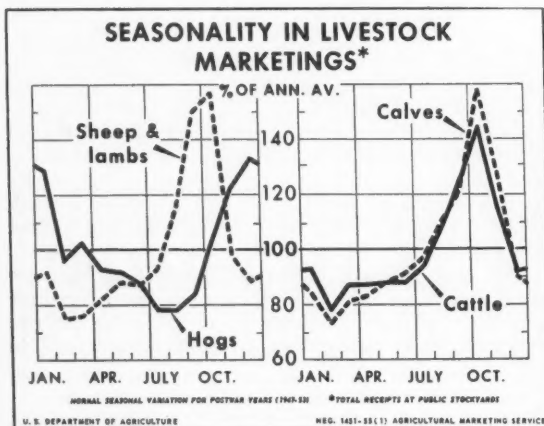


CHART 6

variation in slaughter is less than in marketings. This results from feeding, which spaces slaughter supplies throughout much of the year. The many cows slaughtered

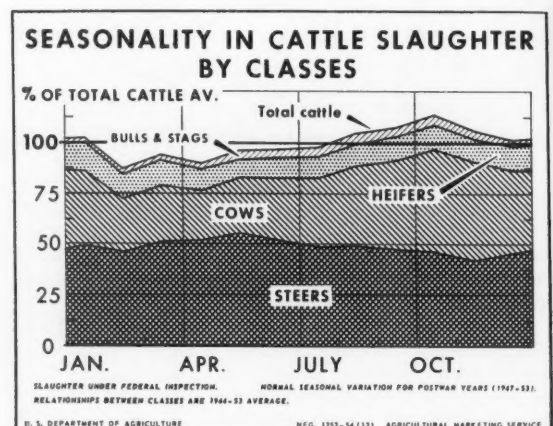


CHART 9

tions in pork production play a major part in the variation in meat supplies. Chart 12 illustrates the manner in [Continued on page 44]

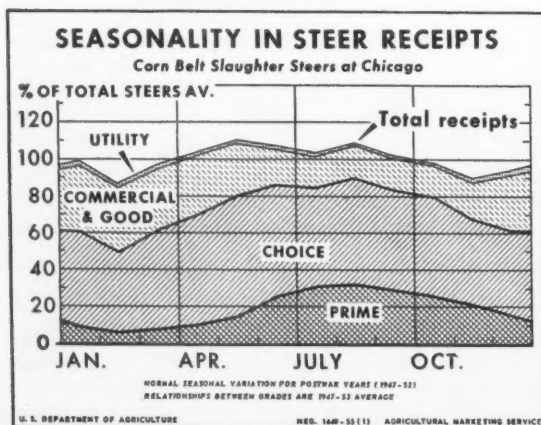


CHART 7

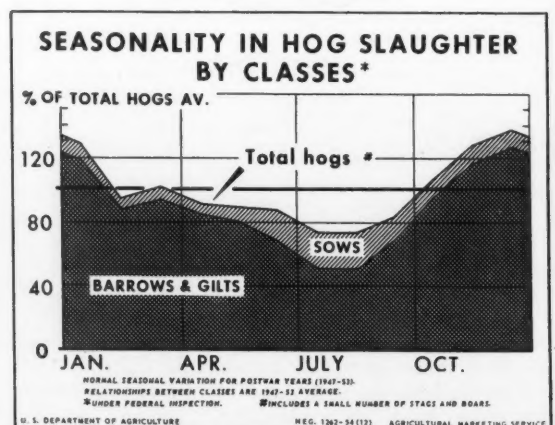


CHART 10

PERMEATORS

PATENTS PENDING

BOSS

**CURE MEAT IN 24 HOURS OR LESS
WITH YOUR FAVORITE CURE**

PERMEATES

bellies for smoking and dry salting, boneless
pork butts, jowls, bacon squares, fat backs,
boneless pork loins (Canadian bacon),
tongues, beef briskets, beef bacon.

SAVES

storage space,
equipment,
inventory, labor,
and cure.

**NO MOVEMENT OF TABLE
TO CAUSE MAINTENANCE PROBLEMS**

SPECIFICATIONS

No. 247 PerMEATor

240 bellies per hour
9 (5 regular and 4 valve type)
16"
4'4" x 2'4" x 5'2" high
510 lbs.

Capacity 480 bellies per hour
No. of Needles 18 valve type
Table Width 28"
Floor Space 5'6" x 3'3" x 5'9" high
Net Weight 900 lbs.

No. 246 PerMEATor

A lift jack with 6" rubber tired wheels is available for easy movement of PerMEATor.

The product is conveyed through the PerMEATor on a stationary stainless steel rod grill by the stainless steel reciprocating needles actuated by a cam action feeder bar. A series of injections perform the perfect permeation of pickle.

A simple initial adjustment regulates the volume and pressure of pickle injected. All surplus pickle is returned

to the large stainless reservoir through stainless filter screen.

In the No. 247 PerMEATor, the needles are actuated by a multiple cam action driven by a 1/2 H. P. splash proof motor. A stainless steel pickle pump is actuated by a 1/4 H. P. standard motor. In the No. 246 PerMEATor a 1 1/2 H. P. motor operates needles and pump. Construction is of stainless steel.

FREE

personal instructions are provided when PerMEATor is delivered, assuring perfect mechanical operation and satisfactory results.

THOROUGHLY TESTED...COMPLETELY ACCEPTED



THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO

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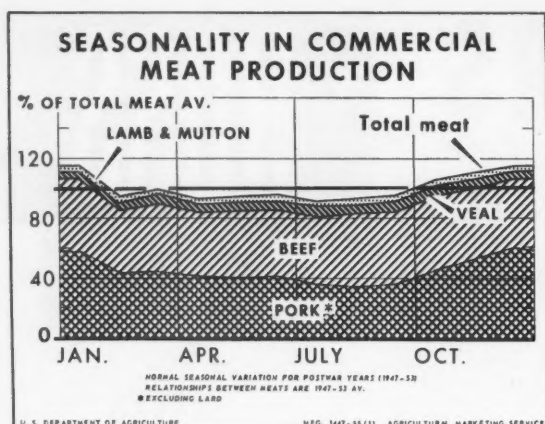


CHART 11

[Continued from page 40]

which sale of meat out of cold storage holdings, built to a high in the winter, add to the supply available for spring and summer use. However, supplies of meat are larger in relation to demand in winter than in summer.

As shown in Chart 13, seasonal price changes for meats at wholesale are substantial. In the case of beef and lamb, the seasonal trends shown are only for the Choice grade. Retail as well as wholesale prices of meat reach their high points during the summer months and start their declines during the July-October period.

The department study points out that seasonal patterns for livestock marketing and slaughter change over the years; calves, for example, come to market over a longer period than they once did because of an increased "spread" in the calving season. The tendency toward earlier farrowing of both spring and fall pigs has already affected the slaughter and marketing curves and the change may be even greater in the future.

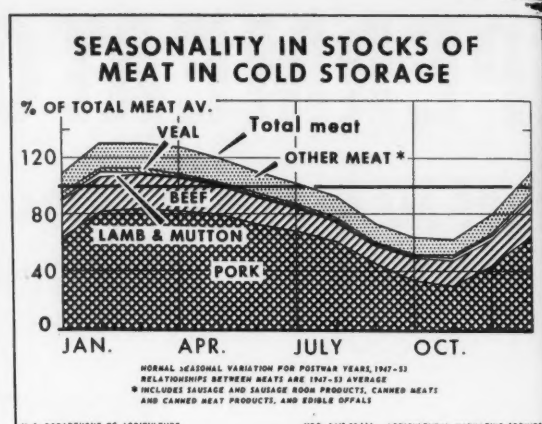


CHART 12

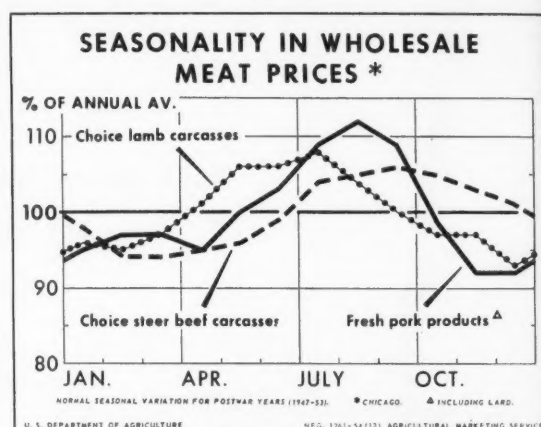


CHART 13

Importance of Color in Food Palatability Probed by Researchers

Would a dinner of green steak, purple potatoes and red peas whet your appetite? Probably not.

Although these odd colors do not affect taste, these foods would be unpalatable because you taste with your eyes just as much as you do with your tongue. A research project to determine the relationship between color and taste is reported in the September 11 issue of *Parade* magazine.

Edible dyes manufactured by Dodge and Olcott, New York, were used to color sirup. Dr. J. L. Kanig of Columbia University's College of Pharmacy asked 200 students to sip these variously colored and flavored sirups, identify them and give their preferences.

Kanig found that students were unable to identify colorless sirup that had only flavor added to it. When the corresponding color was added to the flavor, recognition and pref-

erence rose according to likes and dislikes. However, when a conflicting color was added to flavor, the percentage of correct identifications was greatly reduced.

This reliance on color identification or color-food association is the reason the idea of green steak and purple potatoes is unappetizing while the common use of artificial coloring in candy, desserts, ice cream, soft drinks, etc., is acceptable. Research showed that of all food colors green is the most agreeable where it is the natural color.

The influence of habit in associating certain foods and colors is not as strong when applied to delicacies such as caviar, black olives, etc. However, a Midwestern baker who tried to sell tomato flavored and colored bread found that his customers were intrigued by the "strange" bread but bought conventionally colored product.

Although color preferences in some foods, particularly eggs, vary in different areas, the prospects of green steak replacing a nicely-browned steak are very unlikely.

WSMPA Board of Directors To Meet in San Francisco

The board of directors of the Western States Meat Packers Association will meet at 10 a.m. Friday, September 16, in the Green Room of the Fairmont Hotel, San Francisco, E. F. Forbes, president and general manager, announced.

Many important matters affecting the western independent meat packing industry will be acted upon, he said. A luncheon for the directors will be held at noon in the Garden Room.

West Germany is Large Fats-Oils Market

The Federal Republic of Germany is the world's second biggest import market for fats and oils (biggest is the United Kingdom, which imports largely from Commonwealth sources). Germany depends upon imports for more than half of its edible and nearly all of its industrial fats and oils. Its imports total about 900,000 metric tons, pure-fat equivalent.

The Meat Trail...



FROZEN MEAT recipes were the subject of an animated conversation when Marine Corps Captain Richard S. McCutchen (left) got together with Morris Stroh, president of Excelsior Quick Frosted Meat Products Inc., Long Island City, N. Y. McCutchen had just answered the \$16,000 question on the television program, "The \$64,000 Question." His category was "Food and Cooking." Mrs. McCutchen was an interested listener as her husband talked to Stroh, whose firm is the largest in the field of quick frozen meats. Capt. McCutchen since has answered the \$32,000 question and now must decide whether to try for \$64,000.

Moellerings Acquire Full Control of Lohrey Packing

Full control of Lohrey Packing Co., Cincinnati, Ohio, has been acquired by LOUIS H. and WALTER J. MOELLERING for approximately \$250,000. The Moellering brothers, who already owned half interest in the pork packing business, bought the other half interest owned by GEORGE R. LOHREY, president, and his sister, Mrs. ETHEL BUESCHER, a company director.

Louis H., formerly a vice president, moved up to president, and Walter J. became vice president in addition to his previous post as secretary-treasurer.

Lohrey and Mrs. Buescher have purchased the 150-room New Century Hotel in Dawson Springs, Ky., and are retiring from the meat packing business.

The 75-year-old Lohrey Packing Co. was purchased in 1906 by Lohrey and the late HENRY MOELLERING, father of the present owners. The firm now has approximately 135 employees.

Bechtol Hurt, Wife Killed

A. E. BECHTOL, founder of Bechtol's, Orville, Ohio, was injured and his wife, ELLEN, 73, was killed in a recent automobile collision.

Swift Buys Boise Plant From Central Eureka Corp.

Purchase of Gem State Packing Co., Boise, Ida., from Central Eureka Corp. of San Jose, Calif., has been announced by Swift & Company, Chicago. Swift will operate the plant under the Gem State name.

The plant has been idle since last May when Central Eureka decided to close the Boise subsidiary after two years of operation and pursue its program of diversification in fields other than meat packing. The California holding company originally was a gold mining organization.

D. D. SMITH, Central Eureka president, said the Boise plant had been processing \$1,500,000 worth of locally grown beef monthly before operations were halted.

Wilson Ending Chicago Kill

Wilson & Co., Inc., will cease beef kill operations at its Chicago plant September 17 and shut down the hog kill September 24. The company's decision to close the Chicago meat packing plant was revealed last month.

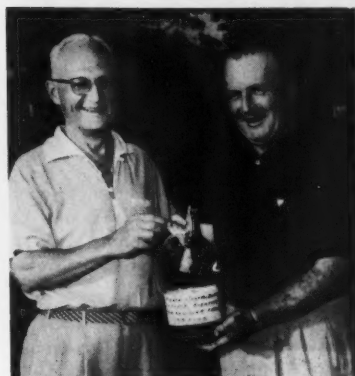
PLANTS

ERNEST J. LICHTENSTEIN has acquired all outstanding shares of stock of Monroe Packing Co., Gary, Ind. Lichtenstein has been president and manager of the firm for the past seven years. While under his management, the company has expanded its facilities and sales. A large expansion program is scheduled for later this year, Lichtenstein said.

A new sausage kitchen is being constructed at Carroll Packing Co., Paragould, Ark., as part of an expansion program designed to step up sales and services in six surrounding counties, HOWARD M. GROVES, owner and manager, announced. Groves recently assumed active management of the Paragould plant after selling his interest in Carroll Packing & Distributing Co., Inc., West Helena, Ark.

Fire caused an estimated \$75,000 damage recently at Robb Packing Co., Lexington, Ky. W. M. ROBB, vice president and general manager, said the fire apparently started with an explosion in the smokehouse.

Kunkel Meat Co. has begun beef slaughtering operations near Belle Glade, Fla. The plant, owned by ROBERT KUNKEL, will kill all grades



FLOOD VICTIMS were the real winners as the "Indies" of The Sperry & Barnes Co., New Haven, Conn., nudged out the "Old Timers" 7 to 6 in a benefit softball game played for the mayor's disaster relief fund and the Register fresh air fund. Opposing coaches Michael J. Coad (left) of the victorious "Indies," plant superintendent, and Dallas D. Miller of the "Old Timers," plant manager, are shown as they teamed up to accept contributions from players and employees at the game. Of \$138.25 raised, \$100 went to the disaster fund, \$23 to the Salvation Army and \$15.25 to the fresh air fund. The company previously had contributed \$1,000 for disaster relief and donated the use of one of its refrigerated trucks to get fresh meat and other food items to flood-stricken areas.

of local beef for retailers and also will do custom slaughtering. The plant has a present capacity of 50 animals a week and a potential one of 250 cattle, Kunkel said.

Circle Packing Corp., East St. Louis, Ill., has awarded a contract to the Chas. Smith Contracting Co. for the construction of a rendering unit, STANLEY KARMELITA of Circle Packing announced. The new 100x44-ft. building will be separate from the main plant. It will replace the company's present inadequate rendering facilities and provide ample storage room for hides and salt, Karmelita said. Total improvements, including building and machinery, will cost \$85,000.

A combination slaughterhouse and cannery will be built and operated by prison labor at the federal prison in Leavenworth, Kan., Warden C. H. LOONEY announced. About 1,500 hogs and 150 to 200 cattle will be slaughtered each year. Congress appropriated \$50,000 to build and equip the plant.

Supreme Meat Co., recently com-

pleted an extensive remodeling program at its plant at 314 S. 21st st., St. Louis, and now is classified as a government-inspected establishment, DAVIS W. CANIS, president, announced. The firm supplies meat to hotels, clubs, restaurants and institutions. MILTON J. CANIS is vice president of the company. The remodeling program was conducted over a period of two and a half years.

Silver Bell Steaks has been organized in Philadelphia by HARRY L. KOSMIN, ROSE BRANDOW and ADA V. KOSMIN. The plant is at 8 N. Delaware ave.

Fire recently caused about \$30,000 damage to a smokehouse and contents at the Swift & Company Sioux City plant. Firemen said the blaze was caused by a smoke pipe, which set a cork ceiling afire.

TRAILMARKS

The retirement of E. E. EVANS, vice president of Armour and Company, Chicago, has been announced by the firm. EVANS joined Armour in 1913 in Norfolk, Va., and served as general manager of several of the company's plants. He was made a vice president in 1949 and served as general manager of the Armour pork division. Recently he has been working on special assignments in the office of Armour president F. W. SPECHT.

GEORGE W. KERN, president of George Kern, Inc., New York City, has accepted the chairmanship of the meat division in the \$400,000 golden jubilee fund-raising campaign of the Travelers Aid Society of New York.

JOBS

Dr. W. J. MINOR has assumed his new duties as inspector in charge of meat inspection at Green Bay, Wis., transferring from the position of veterinary supervisor in Chicago. He is responsible for the inspection work at Liebmann Packing Co. and Armour and Company in Green Bay. Dr. Minor succeeds Dr. L. J. RAFOTH, who has taken over his new duties as assistant inspector in charge of the Chicago meat inspection station under Dr. O. W. SEHER. Dr. Rafoth served as inspector in charge at Green Bay for the past three years.

DEATHS

GEORGE C. RAPPOLD, 74, president of Jacob Manner, Inc., Buffalo, N. Y., died recently. Rappold had been with the sausage firm since 1928 and served as president for the past ten years. Before that, he worked about 30 years for the old Dold Packing Co. Rappold is survived by his widow and three children, including CLARENCE C., who is vice president and secretary-treasurer of the sausage concern.

FRED R. DAVIS, 67, who retired in 1952 as a department manager at Swift & Company, Chicago, died September 7. He was with the company for 47 years.

PHILIP BOUCKAERT, 84, founder of Bouckaert Packing Co., St. Louis, died September 2. He organized the company in 1895 and retired in 1946. The firm now is managed by Bouckaert's sons, PHILIP, JR., president, and RUSSELL, vice president.

Mrs. CELIA MEDERT, 76, a partner in Medert Hamloaf Co., Lakewood, Ohio, died September 1. She helped establish the firm 22 years ago along with her late husband, PHILLIP, and their son, STEWART. Stewart Medert now is manager of the company.

WILLIAM P. SMITH, 83, who founded and operated Smith Packing Co., Baker, Ore., for many years, died September 1. He had been in failing health for the past two years.

LINDSEY B. MINTURN, SR., manager of the Swift & Company district office in Pensacola, Fla., died recently.



SOME 91 years of continuous service with Plankinton Packing Co., Milwaukee, came to an end September 1 with the retirement of two veteran employees. Top photo shows John Bartoloth (left) of fresh pork department, who joined Plankinton in April, 1906, receiving congratulations from his division superintendent, Edward H. Dewitz. In bottom photo, Charles Salm (right), who joined the Plankinton invoice department in December, 1913, receives best wishes from Otto Mattas, company auditor, upon his retirement from the firm.



NEW OWNER of Rosebud Packing Co., Winner, S. D., Frank Kajari (right) poses at side of plant with Charles Rader (left), general superintendent, and Glen Block, livestock buyer, who are continuing with firm. Company was purchased from C. H. Sturges. Kajari, formerly of Chicago, plans to enlarge and modernize the plant. Present capacity is 5,000 lbs. of sausage products a week. The inedible rendering department of Rosebud Packing Co. was destroyed by fire in 1954.

Now...
LIMITED TIME ONLY

LOOK at these LOW PRICES

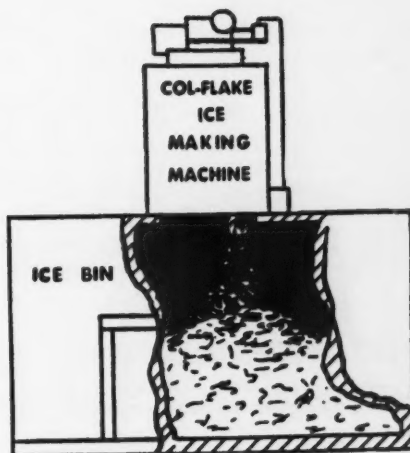
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With These Outstanding Features—

- Simplicity of Design
- Precision Built
- Rugged Construction

IDEAL ICE WHATEVER YOUR REQUIREMENTS ARE
 — COLD—CRISP—DRY!

Made Automatically At A Fraction Of The Cost Of Bulk Ice!



SPECIAL PRICES FOR LIMITED TIME!

Complete with Freon 12 Refrigeration and
 electrical controls

1000 lb. Models	\$1550.00
2000 lb. Models	\$1750.00
3000 lb. Models	\$2200.00
4000 lb. Models	\$2550.00
6000 lb. Models	\$4500.00
8000 lb. Models	\$4950.00

Complete with Ammonia Refrigeration, Surge Drum,
 Fittings and Compressor

3 Ton Models	\$4650.00
5 Ton Models	\$5850.00
7 Ton Models	\$7450.00
10 Ton Models	\$9950.00
12 Ton Models	\$12,250.00
16 Ton Models	\$14,500.00

Col-Flake Machines May Be Purchased Without Refrigeration For Connection To Your Compressor System.
 All Prices F.O.B. Chicago. Installation Data Supplied. Storage Bin Not Included.

Inquiries Invited.

BUY DIRECT AND SAVE!

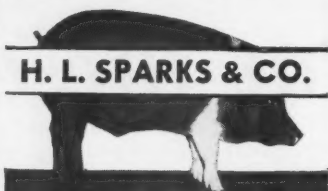
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LIVESTOCK BUYERS

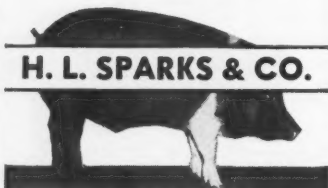
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ATTENTION! Executives

This Can Be Valuable To You

A New

Merchandising Service

OFFERED BY

The Food Retailing Institute

Using their

FAMOUS GROCER TRAINING SCHOOL

Long Been Accepted as a Most Successful

New Promotion

It Has Been Proven

- (1) It will give the Independent Food retailer in your area a training program designed to help solve his major problems in his store, not just one Dept.
- (2) The Grocer's Clinic will make it possible for you to work very close to all the Independent retailers in your area, which will up your sales.
- (3) It will give your sales force a new sales tool to work with as well as being a very good experience for them. The Grocer's Clinic will help your salesmen make sales.

Now is the time to start planning

FOR INFORMATION WRITE

FOOD RETAILING INSTITUTE
DEPARTMENT OF GROCER CLINIC

214 SCHOFIELD BUILDING
CLEVELAND 15, OHIO

**1st Das Nicht Eine Push
For Franks in St. Louis?**

The famous old German "Schnitzelbank" singing game provided the basis for a successful summertime promotion of frankfurters in the St. Louis market, which has a high percentage of German descendants.

The campaign for the Mayrose frankfurters of Independent Packing Co., St. Louis, was prepared by Gardner Advertising Co.

Full-page, four-color ads in both the *Post-Dispatch* and the *Globe-Democrat* sparked the consumer campaign. Dominated by a jovial figure of a mustached music meister in Bavarian costume, the ads were headlined, "Ya, Mayrose is der Best Franks for Good, Quick Summer Meals." Immediately below the headline appeared the "Schnitzelbank" card with the first item a package of Mayrose franks captioned "Gud Wurst."

In the singing game, pictures of objects with words below appear on the Schnitzelbank card and the leader points to one, asking in German, "Isn't this a ____." The audience answers in song, "Yes, it is a ____," using the word under the picture.

The ads also announced the appearance in grocery and meat markets of the Mayrose German band and the free distribution of Schnitzelbank song cards. Mayrose television commercials featured the same theme.

Special seasonal merchandising and display material was supplied to retailers, featuring the entire Mayrose line for summer indoor and outdoor cooking with tie-in merchandising of related grocery items.

Actual kick-off of the promotion was staged two months before the consumer advertising and store merchandising program when Independent Packing Co. unveiled its plans before more than 500 meat buyers and radio, press and television representatives at an outdoor barbecue party.



FIRST-PLACE winner in The Visking Corp.'s nationwide snapshot contest to find the 200 most photogenic children is this photo of a little girl cradling a puppy in her arms. Mrs. Katherine Commander, Childersburg, Ala., was awarded the \$5,000 first prize. Subject of the photo is her five-year-old niece, Chanda Bowling. Approximately 100,000 entries were submitted in the contest. Each was accompanied by a proof-of-purchase of a package of skinless frankfurters.

**Grocery Product Premiums
Are Subject of Conference**

Grocery product promotions will hold the spotlight at the Premium Advertising Conference to be staged by the Premium Advertising Association of America Tuesday, September 13, at the Sheraton-Astor Hotel, New York City.

Among members of a discussion panel will be Harry N. Gadau, vice president in charge of advertising for Rival Packing Co., Chicago. Gadau, whose company this year launched an extensive continuing premium promotion for its dog food line, will describe the new Rival campaign.

The conference will be held in conjunction with the New York Premium Show set for September 12-15.

**PORK • BEEF • LAMB • VEAL
CANNED MEATS
COMMERCIAL SHORTENINGS
NATURAL CASINGS • DRY
SAUSAGE • LARD FLAKES**

THE RATH PACKING CO., WATERLOO, IOWA





...Canned or Jellied



Swift's *Seeclear* gelatin is made for meat

- It's made for meat . . . by people who know meat.

This is your assurance that when you buy Seeclear you are using a gelatin with these specialized properties:

FAST SET . . . Seeclear jells quickly. Time saved in production can help you handle, pack and ship faster.

DEPENDABILITY . . . Seeclear is uniform—from barrel to barrel, season to season, year in and year out.

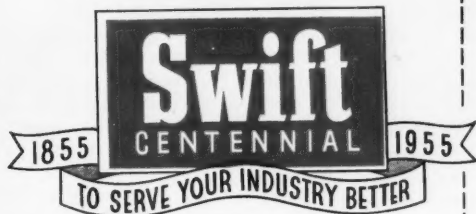
ECONOMY . . . Seeclear saves you money—it's high in strength, yet reasonable in cost.

CLARITY . . . a showcase for your jellied meats.

STABILITY . . . Seeclear resists heat—helps provide a firm shape-retaining binder for your canned meats.

These made-for-meat qualities all add up to help you produce and sell fine canned and jellied meats. A trial will tell and it's easy and inexpensive. Fill out the coupon today and remember . . .

ONE TRIAL IS BETTER THAN A THOUSAND CLAIMS



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Please send us:

☐ Information on Swift's SEECLEAR Gelatin.

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Gelatin at the large drum price . . .

to be tested in our operations. We understand, if not fully satisfactory, it may be returned for credit at your expense.

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This offer expires November 30, 1955

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New 88 Page KOCH CATALOG For 1956

Everything you need for slaughtering, rendering, curing, smoking, and meat processing is illustrated, described, and priced in the big new Koch Catalog 80. See the latest, the most advanced equipment—plus hundreds of new items—to make work easier and profits larger.

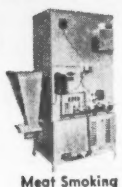
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Meat Smoking



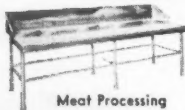
Slaughtering



Lard Rendering



Locker Plants



Meat Processing

AMIF Finds Several Grades Fats Good in Chick Feed

Feeding tests with various grades of tallow and grease have shown that 3 to 6 per cent of each of these stabilized fats were well utilized by chicks when added to nutritionally balanced poultry rations, according to a report on an American Meat Institute Foundation study by A. J. Siedler, H. E. Scheid and B. S. Schweigert, published in *Poultry Science*, March, 1955.

Animal fats used in this series of feeding tests included choice white grease, yellow grease, brown grease, prime tallow, and No. 2 tallow, as well as fatty acids prepared from choice white grease. The fats were stabilized against rancidity, mixed in a standardized ration, and the performance of birds in each feed group was noted up to market weight. On completion of the feeding trials, some of the birds were dressed and were subjected to evaluation of eating quality. The birds were rated as excellent in quality for all groups, and no evidence of material difference was noted in comparing the effect of adding various animal fat supplements to the rations.

Significant new information on the value of animal fats in poultry feeds has been contributed by these studies. Of special importance is the disclosure that the several grades of animal fats can be used effectively in high-energy broiler feeds, *provided* the fats are not rancid and are stabilized with appropriate antioxidants to insure good stability of the fats prior to and after addition to the rations. Provision of positive information in this connection will make it possible for feed manufacturers to proceed with assurance in the use of alternative grades of tallow or grease and to adjust formulas in accordance with availability of specific grades.

Griffith Plant Slightly Scorched in Chicago Fire

A 5-11 fire last week in a six-story building adjacent to the Chicago plant of The Griffith Laboratories caused a relatively minor amount of damage to the industry supplier's unit. Total Griffith damage was confined by effective fire barriers to a small section of a single building, even though the adjoining concern's building was completely destroyed. The Griffith establishment was back in full operation the day following the fire and there has been no interruption in the concern's deliveries or service to meat industry companies.

Armour Man to Address AMA Research Conference

Managing product research and development will be the subject of the first combined large-scale conference and small group seminar program ever to be conducted by the American Management Association.

Among speakers at the special conference, scheduled for October 6-7 at the Sheraton-Astor Hotel, New York City, will be Dr. Jules D. Porsche, research division, central research department, Armour and Company, Chicago. Dr. Porsche will analyze creative ability and the personal and environmental factors that influence creative production in an industrial setting.

The conference will be followed by four sets of seminars to meet in the association's New York City headquarters at three-week intervals starting November 3. Four major aspects of the subject will be presented at the conference and taken up in greater detail at the seminars. They are: research management, people and research, the research process, and controls and goals.

New MIB Memo Covers Use Of Enzymes on Frozen Meat

Use of proteolytic enzymes on frozen meat is the subject of MIB Memorandum No. 226, dated August 26. The memorandum reads:

"Approved solutions of papain and/or other approved proteolytic enzymes in combination with or without seasoning materials may be used on steaks and other meat cuts intended for freezing. The amount of solution added to product by this procedure shall not result in significant weight gain. The meat shall be promptly frozen after treatment and held in a frozen condition during distribution. The product must be labeled to show the presence of the enzyme material as well as other ingredients which are added."

Uruguayans to Eat More Lamb, Export More Beef

The Uruguayan government, to provide more beef for export, has decreed that daily consumption requirements of meat in Montevideo, which total an estimated 580,000 lbs., must include 116,000 lbs. of mutton and lamb.

Sales will be subsidized so lamb and mutton can be sold to Montevideo consumers at prices averaging considerably below those at which beef is available.



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Use CURAFOS in your pumping pickle to develop color that is richer, brighter and longer lasting. Your cured meats, including canned ham, boiled ham and canned chopped ham will be better looking—have greater consumer acceptance.

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*See M.I.B. Bulletins 190, 190-1, 199.

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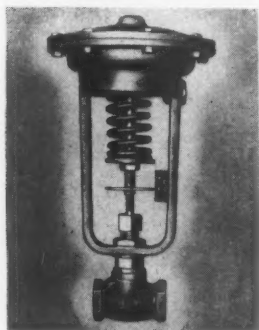
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NEW EQUIPMENT and Supplies

Further information on equipment and supplies may be obtained by writing the manufacturer direct or writing The Provisioner, using key numbers and coupon below.

DIAPHRAGM CONTROL VALVES (NE 222)—Compactly designed, new diaphragm control valve line of Minneapolis-Honeywell Regulator Co. is said to



provide improved flow characteristics for medium-duty application. The line includes double-seated, single-seated and three-way types for use in either "on-off" or proportional control systems. The "on-off" single-seated model can be supplied with a plug having a soft composition disc which provides bubble-tight shutoff. The three-way valve may be used for either diverting or mixing.

NEW BLANKET-TYPE INSULATION (NE 214)—Corrugated aluminum foil, bonded to spun glass fiber pads with a special adhesive, is a newly developed insulating material that has low moisture-absorption properties. Composed of 0.0065-gauge aluminum foil interspaced with thin layers of spun glass fiber, the insulation comes in standard sheet sizes 1 in. thick, 2 ft. wide and 2, 3 or 4 ft.

long. It weighs less than 1 lb. per cubic foot and 75 lbs. per 1,000 board feet. Installation is said to be quick and easy. The material is cut slightly oversize with a saw or long knife and sprung into place between framing members, with corrugation running vertically to carry off moisture. Once installed, the aluminum-spun glass panels can be used for both high and low temperature conditions, permitting rapid and economical pre-heating or pre-cooling. Called Isoflex-K20, the insulation was developed by Isoflex Corp., and Kaiser Aluminum & Chemical Corp. It is now in use on mechanically refrigerated cars of Pacific Fruit Express Co. and Santa Fe Railroad.

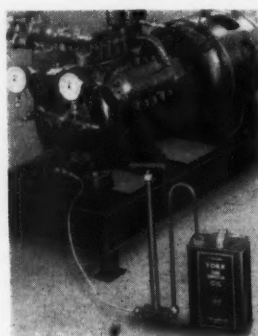
FAN-COOLED MOTORS (NE 231)—Totally-enclosed, fan-cooled motors in fractional and integral horsepower ratings from 1/2 to 100, for both single phase



and polyphase operation, are offered by Century Electric Co. Pictured is a 5-hp. unit that is recommended for use in dust, fume, and mist-laden areas. The motors feature a rugged aluminum rotor, ventilating fan designed to provide efficient operation in either direction without having to change

the fan and six-layer insulation for the stator windings using plastics and plastic coated wire.

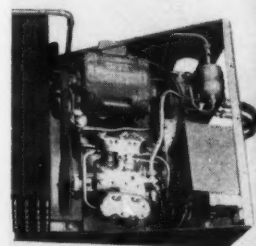
COMPRESSOR OIL CHARGER (NE 228)—An improved pump for charging oil by hand into Freon or Ammonia compressors without pumping a vacuum on the crankcase now is being offered by York Corporation. The charging pump eliminates difficulties



often encountered by operators not familiar with the regulation of compressor valves. It prevents admission into the crankcase of air which eventually enters the condenser and builds up excessive condensing pressure, with resulting less efficient operation. The pump can be used with either 1- or 5-gal. cans. A suction tube extends nearly to the bottom of the can so air cannot enter the system while the tube is immersed. A threaded outlet, protected by a cap when not in use, fits standard 3/8-in. charging connections.

TRUCK REFRIGERATION (NE 232)—A two-compressor truck refrigeration system is designed for automatic on-the-road and stand-by refrigeration in temperature ranges between 32° and 50°F. The system consists of an engine mounted compressor driven by a

belt from the truck engine drive shaft, an electric standby unit mounted over the cab, and a choice of either a 2-hour hold-over plate blower with high capacity fan, or a blower-evaporator with multi-vane



fans. The hold-over plate blower system is recommended for center city deliveries with multiple stops and door openings and the blower evaporator for suburban runs. The systems are powered by a 4-cylinder, V-type compressor for heavy duty and high speed operation. With the truck engine operating at 40 mph., the engine-mounted compressor delivers up to two tons of refrigeration to the hold-over plate blower. The 1-ton electric unit mounted over the cab plugs into commercial power off the road or at the loading platform. Both units have completely automatic controls and are made by Lehigh Manufacturing Co.

COOLER DOOR CLOSER (NE 230)—The Chicago Spring Hinge Co. is offering a new door closer for walk in coolers that is designed for heavy duty requirements. The door can be opened about 180 degs. The unit features a heavy duty spring that is entirely encased and can be adjusted for tension. The closer is applicable to right or left hand doors. A hold open device is useful when traffic moves in and out of a door continuously.

Use this coupon in writing for further information on New Equipment. Address The National Provisioner 15 W. Huron St., Chicago 10, Ill., giving key numbers only (9-10-55).

Key Numbers
Name
Company
Street

'Physics in Food Industry' To Be Symposium Topic

First international symposium on "Physics in the Food Industry," sponsored jointly by Southwest Research Institute and the Institute of Food Technologists, will be held in San Antonio, March 15-16, at the Plaza Hotel.

Purpose of the symposium is to explore with key technical people in the food industry the contributions physics can make in the ways of preserving, packaging and processing foods in the future.

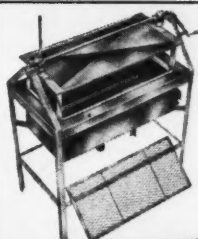
Technical papers on applications of physics to the food industry will be presented for discussion. These subjects will include ultrasonics, X-ray and gamma-ray inspection, electrostatics, dielectric heating, radiation sterilization and radiofrequency spectroscopy.

Attendance is expected to exceed 100 technologists and industry representatives. Activities for the two-day symposium include a banquet at the Plaza Hotel and a tour of Southwest Research Institute, winding up with a barbecue on the grounds. The meeting is scheduled at the end of the week and visitors who so desire can make arrangements for a week-end side trip to Mexico.

All technical papers and discussions will be reproduced in the proceedings of the meeting to be published for general distribution.



NEW "MULTI-MEAT" bag is being introduced by The Dobeckmun Co., Cleveland, for packaging "problem" items such as liver, kidneys and brains. The new polyethylene coated cellophane bag comes in two sizes, 6x6½ in. and 6x9 in. Bags are said to cut packaging expense by eliminating need for trays and overwraps. Merchandise can just be dropped in bags, which then are heat-sealed and ready for display. Supplier says that some shoppers are reluctant to ask for some "problem" items because of their unattractive names but will buy when they are in self-service bags.



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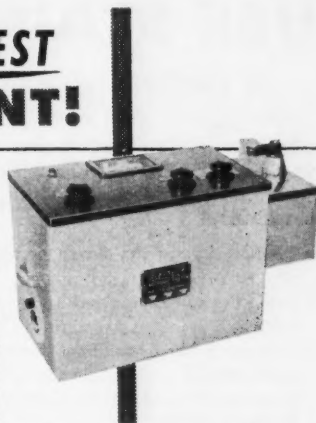
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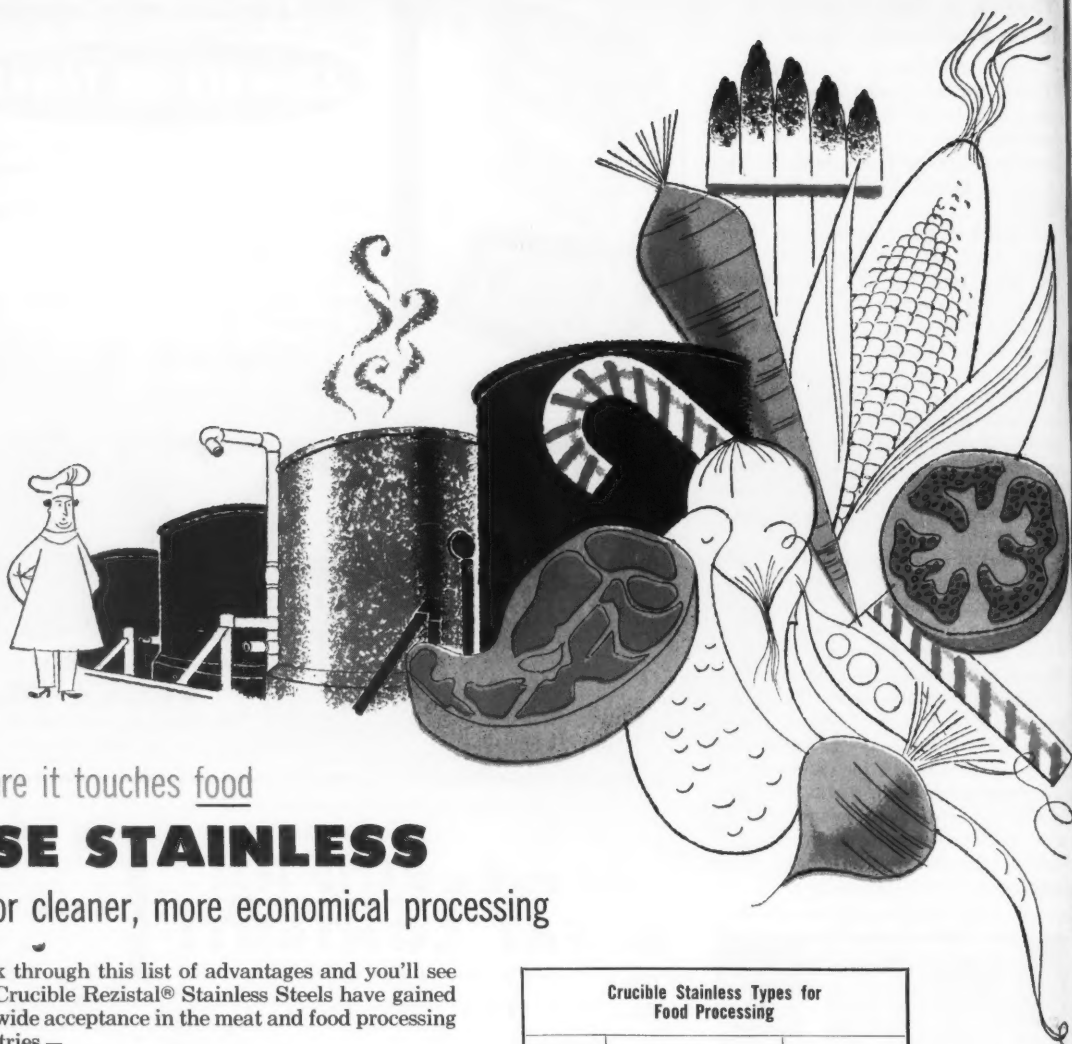
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- Do not change the flavor or appearance of food in any way.
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Crucible Stainless Types for Food Processing				
STAINLESS REZISTAL TYPE	NOMINAL % *			USED FOR
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302	18	8		General Purpose
303	18	8	S or Se	Free-machining
304	19	9	.08% Max. C	Welding
316	18	12	Mo	High Corrosion-Resistance
304 LC	19	9	.03% Max. C	Used where intricate welding is required
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ALL MEAT . . . output, exports, imports, stocks

Meat Output Continues at Record Pace

Production of meat under federal inspection last week, at an estimated 384,000,000 lbs., set a new record for this time of the year as the pre-holiday output increased 2 per cent over the 376,000,000 lbs. produced the week before and 12 per cent above the 343,000,000 lbs. for the same period of 1954. Slaughter of cattle, under a heavy run of fat stock and lower grade cows, rose to the largest count of the year, which was also 7 per cent larger than a year earlier. Hog slaughter continued to rise and reached the largest number since April and stood 11 per cent above that for the same 1954 period. Estimated slaughter and meat production by classes appear below as follows:

BEEF			PORK (Excl. lard)		
Week ended	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Sept. 3, 1955	401	212.5	1,054	140.1	
Aug. 27, 1955	397	210.4	1,017	135.0	
Sept. 4, 1954	374	187.7	955	124.6	

VEAL			LAMB AND MUTTON			TOTAL MEAT PROD. Mil. lbs.
Week ended	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.		
Sept. 3, 1955	149	20.0	267	11.5	384	
Aug. 27, 1955	147	20.0	262	11.5	377	
Sept. 4, 1954	144	19.4	271	11.4	343	

1950-55 HIGH WEEK'S KILL: Cattle, 416,624; Hogs, 1,859,215; Calves, 182,240; Sheep and Lambs, 349,541.

1950-55 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 441,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHTS AND YIELDS (LBS.)					
CATTLE			HOGS		
	Live	Dressed	Live	Dressed	
Sept. 3, 1955	955	530	230	133	
Aug. 27, 1955	955	530	232	133	
Sept. 4, 1954	934	502	228	130	

CALVES			SHEEP AND LAMBS			LARD PROD. Per cwt. Mil. lbs.
	Live	Dressed	Live	Dressed		
Sept. 3, 1955	240	134	92	43	13.5	32.7
Aug. 27, 1955	245	136	92	44	13.8	32.5
Sept. 4, 1954	244	135	92	43	14.0	30.5

Meat Production in July Dips Below June, Year Ago

Production of red meat in commercial slaughter plants totaled 1,813,000,000 lbs. in July, according to the Crop Reporting Board. This was 10 per cent smaller than the 2,011,000,000 lbs. produced in June and 3 per cent smaller than the 1,876,000,000 produced in July last year. Estimated meat production includes slaughter in federally inspected and other wholesale and retail plants, but excludes farm kill.

Commercial meat production from January through July was 13,969,000,000 lbs., 6 per cent more than the 13,215,000,000 lbs. produced during the corresponding period last year. In seven months this year, beef production was up 2 per cent, pork output was up 13 per cent, mutton and lamb was up 5 per cent, but veal production was down 3 per cent. Output of lard in the seven-month period was 19 per cent above 1954.

July beef production totaled 1,045,000,000 lbs., 9 per cent smaller than a month earlier and 3 per cent smaller than July, 1954. Slaughter cattle averaged 926 lbs. live weight two

lbs. lighter than in June, but 20 lbs. heavier than in July last year.

Veal production in July totaled 123,000,000 lbs. This was 5 per cent smaller than in June this year and 14 per cent smaller than in July last year. The average live weight of slaughter calves was 236 lbs., which was 4 lbs. heavier than in June, but 6 lbs. lighter than July last year.

July, pork production totaled 592,000,000 lbs., 12 per cent below June this year and 1 per cent below July last year. The average live weight of slaughter hogs was 250 lbs. This compared with 256 lbs. a month ago and 257 lbs. a year ago.

Lard production in July totaled 147,000,000 lbs., 12 per cent smaller than in June and 1 per cent smaller than in July, 1954. The amount of lard rendered per 100 lbs. of live hog was 14.1 lbs. Compared with 14.1 lbs. in June and 13.9 lbs. a year earlier.

Mutton and lamb production in July totaled 53,000,000 lbs. This was 15 per cent smaller than in June and 10 per cent below July last year. The average live weight of sheep and lambs slaughtered was 91 lbs., the same as a month ago and a year ago.

CHICAGO PROVISION STOCKS

Lard inventories in Chicago on August 31 amounted to 19,561,806 lbs., according to the Chicago Board of Trade. This was a decrease compared with the 23,053,824 lbs. of lard reported in storage on July 31, and over 300 per cent larger than the 6,167,895 lbs. in storage a year earlier. Total D.S. belly stocks were 2,522,743, 3,245,844, 4,481,463 lbs. and all pork stocks totaled 18,387,068, 26,150,972 and 24,581,705 lbs. for the three dates, respectively. Chicago provision stocks by dates appear below:

	Aug. 31, '55 lbs.	July 31, '55 lbs.	Aug. 31, '54 lbs.
All brld. pork...	586	1,067	660
P.S. Lard (a)...	18,947,889	17,244,749	2,025,208
P.S. Lard (b)...	.....	.....	.....
Dry Rendered			
Lard (a)...	4,069,306	3,774,219	838,738
Dry Rendered			
Lard (b)...	.....	.....	.....
Other Lard...	1,544,611	2,034,856	2,403,949
TOTAL	19,561,806	23,053,824	6,167,895
D.S. Cl. Bellies (contr.)	.....	.....	.....
D.S. Cl. Bellies (other)	2,522,743	3,245,844	4,481,463
TOTAL D.S. CL.	2,522,743	3,245,844	4,481,463
D.S. Fat Backs	930,482	1,612,070	2,068,773
S.P. Reg. Hams	491,315	438,381	475,606
S.P. Skinned			
Hams	4,008,072	6,005,015	6,823,986
S.P. Bellies	3,544,039	6,457,910	4,570,339
S.P. Picnics, Boston			
Shoulders	1,305,865	2,515,158	1,415,170
Other Meat			
Cuts	5,575,552	5,876,594	4,746,368
TOTAL ALL MEATS	18,387,068	26,150,972	24,581,705

(a) Made since Oct. 1, 1954.

(b) Made previous to Oct. 1, 1954.

The above figures cover all meat in storage including holdings owned by the government.

Mexico Meat Supply Short; Indicates Cut in Exports

Sources in Mexico report that the meat supply there continues short. The shortage appears to be general throughout all of Mexico, it was indicated. The Mexican government, in an effort to alleviate the situation, has set up emergency butcher shops which are selling meat at ceiling prices.

In spite of the situation, the Mexican state of Chihuahua exported 110,000 head of cattle to the United States during the first half of 1955. It is expected that not more than 40,000 to 45,000 head will be sent to the U. S. during the rest of 1955 (Chihuahua's unused export quota for the rest of the year is 60,000 head). Mexican cattlemen anticipate no difficulty in obtaining an advance on next year's export quotas, if necessary.

• For results of hog cut-out test please turn to page 64.

PROCESSED MEATS . . . SUPPLIES

California Far Out Front In July Cattle, Sheep Kill

California maintained its ranking as the leading cattle and sheep slaughter state in July as Iowa topped in hogs and Texas in calf slaughter, according to the Crop Reporting Board. Gaining 11,000 over a year earlier, California packers killed a total of 199,000 cattle in July, followed by 161,000 in Texas and 158,000 in Illinois, second and third, respectively. Texas ranked first in slaughter of calves, with 98,000, followed far behind by second-place New York with 73,000 and 70,000 in Wisconsin, which stood third.

In hog slaughter, first-place Iowa reported a kill of 645,000 animals in July for a decline from 661,000 last year. In second place, Illinois showed a gain to 374,000 from 368,000 last year and Minnesota had a 4,000 gain at 334,000 head for third place. With a slaughter count of 197,000 sheep and lambs in July, California showed a large increase over last year. Iowa was next with a kill of 103,000 ovines and New York stood third with 92,000 head. Most of the important sheep-kill states showed declines from last year.

U. S. Lard Storage Stocks

June 30 stocks of lard and rendered pork fat at packing plants, factories and warehouses, refrigerated and non-refrigerated, totaled 133,394,000 lbs., according to the Bureau of Census. This compared with 144,149,000 lbs. a month before, and 65,689,000 lbs. a year earlier.

Uruguay Hikes Mutton Use To Release Beef for Export

To provide more beef for export, the Uruguayan government has decreed that Montevideo's daily consumption requirements of meat, which total an estimated 580,000 lbs., must include 116,000 lbs. of mutton and lamb, the Foreign Agricultural Service has reported.

Quotas to retail outlets will consist of not more than 80 per cent beef and a minimum of 20 per cent mutton and/or lamb. Sales will be subsidized so that lamb and mutton can be sold at prices below those of beef.

Care will be taken to supply only good quality sheep and lambs in order that Montevideo consumers will more readily accept mutton and lamb as a substitute for beef.

The saving in beef is expected to amount to about 44,000,000 lbs. a year which can be exported. Packer sources point out that any saving in beef will be beneficial to them as exporters, and to the economy of Uruguay, whose beef exports this year have dropped to an all-time low.

JULY MEAT GRADING

Meat and meat products graded and certified by the U. S. Department of Agriculture in July, with comparisons ("000" omitted):

	July 1955	June 1955	July 1954
Beef	497,210	531,242	488,873
Veal and calf	30,457	28,958	36,865
Lamb, yearling and mutton	16,526	18,154	18,847
Totals	544,193	578,354	544,585
All other meats and lard	11,409	13,346	15,208
Grand totals	555,602	591,700	559,791

Austria has New Automatic Hog Price Control System

The Austrian Chambers of Commerce, Agriculture and Labor have reached an agreement with the government to employ a new system of automatic control of hog prices, the U.S. Foreign Agricultural Service has reported. The system of imports and exports of hogs is dependent upon central market hog prices, which are watched carefully so that they will not fall below a prescribed price floor.

The adoption of the system is to regulate the supply on domestic markets in such a way that prices will fluctuate only within narrow limits.

In order to make the current price stabilization policy more effective, the government has granted export licenses for as many as 14,000 live hogs and also in order to meet the competitive prices abroad, it has granted refunds of part of the freight on shipments made abroad.

Some of Most Nutritious Meats Lowest on Butcher's Price List

It may seem odd, but some of the most nutritious meats are found at the bottom of the butcher's price list, the National Live Stock and Meat Board points out. Like other meats, kidney, brains, heart, tongue, ox tail, or pork and beef liver are fine protein foods. Also, they are an excellent source of iron and are richer in some vitamins than some of the more generally desired meats. Experienced buyers of variety meats judge quality by color and others by glossy appearance in kidney, heart and liver.

DOMESTIC SAUSAGE

(L.c.l. prices)	
Pork sausage, hog cas.	38½
Pork sausage, bulk	33½@35½
Pork sausage, sheep cas.	
1-lb. pkge.	51 @55
Pork sausage, sheep cas.	
5/8-lb. pkge.	48 @49
Frankfurters, sheep cas.	50½@52
Frankfurters, skinless	40 @41
Bologna (ring)	39 @43
Bologna, artificial cas.	34½@35
Smoked liver, hog bungs	41 @42½
New Eng. lunch, spec.	57 @59
Polish sausage, smoked	57
Tongue and blood	42½
Olive loaf	37 @43½
Pepper loaf	53½
Pickles & Pimiento loaf	38 @40½

SEEDS AND HERBS

(L.c.l. prices)	
	Ground
Caraway seed	25 30
Cominos seed	22 27
Mustard seed,	
fancy	23
Yellow American	18
Oregano	34
Coriander, Morocco	
Natural, No. 1	24 28
Marjoram, French	46 52
Sage, Dalmatian,	
No. 1	56 64

DRY SAUSAGE

(L.c.l. prices)	
Cervelat, ch. hog bungs	87@49
Thuringer	46@49
Farmer	70@73
Holsteiner	72@74
B. C. Salami	77@80
Genoa style salami, ch.	81@84

SPICES

(Basis Chgo. orig. bbls., bags, bales)		
	Whole	Ground
Allspice, prime	1.03	1.12
Resifted	1.10	1.18
Chili Powder		47
Chili Pepper		41
Cloves, Zanzibar	57	63
Ginger, Jam., unbl.	62	66
Mace, fancy, Banda	2.00	2.20
West Indies		1.95
East Indies		2.00
Mustard flour, fancy.		37
No. 1		33
West India Nutmeg.		60
Paprika, Spanish		51
Pepper, Cayenne		54
Red, No. 1		53
Pepper:		
White	63	69
Black	56	64

SAUSAGE CASINGS

(L.c.l. prices quoted to manufacturers of sausage)	
Beef casings:	
Domestic rounds, 1½ to 1½ inch	60@ 75
Domestic rounds, over 1½ inch, 140 pack	75@ 90
Export rounds, wide, over 1½ inch	1.25@1.50
Export rounds, medium, 1½ to 1½ inch	85@1.15
Export rounds, narrow 1½ inch, under	1.00@1.25
No. 1 weas, 24 in. up	13@ 16
No. 1 weas, 22 in. up	9@ 13
No. 2 weas	8@ 10
Middle, sew, 1½ to 2½ inch	1.20@1.40
Middle, select, wide, 2½ to 2½ inch	1.65@1.95
Middle, extra select, 2½ to 2½ inch	1.85@2.40
Beef bungs, exp. No. 1	25@ 34
Beef bungs, domestic	20@ 24
Dried or salt, bladders, piece:	
6-10 in. wide, flat	9@ 15
10-12 in. wide, flat	9@ 13
12-15 in. wide, flat	14@ 21
Pork casings:	
Extra narrow, 20 mm. & dn.	4.00@4.35
Narrow, medium, 29@32 mm.	3.70@4.15
32@35 mm.	2.30@2.60
Spec., med., 35@38 mm.	1.50@1.75
Export bungs, 34 in. cut	45@ 55

Lge. pr. bungs, 34 in.	27@ 36
Med. prime bungs, 34 in. cut	20@ 24
Small prime bungs	14@ 26
Hog middles, 1 per set, cap. off	55@ 70
Sheep Casings (per hank):	
26/28 mm.	5.00@5.75
24/26 mm.	5.40@5.75
22/24 mm.	4.75@4.85
20/22 mm.	3.60@3.75
18/20 mm.	2.50@2.75
16/18 mm.	1.75@2.00

CURING MATERIALS

	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.31
Pure rid., gran. nitrate of soda	5.00
Pure rid., powdered nitrate of soda	8.00
Salt, in min. car. of 45,000 lbs. only paper sacked, f.o.b. Chgo.; Gran. (ton)	27.00
Rock, per ton, in 100-lb. bags, f.o.b. whse., Chgo.	26.00
Sugar:	
Raw, 96 basis, f.o.b. N.Y.	5.96
Refined standard cane gran., basis (Chgo.)	8.40
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	7.50
Dextrose, per cwt.	7.45
Cerelose, Reg. No. 53	7.45
Ex-Wh'se., Chicago	7.65

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

Sept. 6, 1955

WHOLESALE FRESH MEATS

CARCASS BEEF

(L.c.l. prices)

Native steers:	
Prime, 600/800	40%
Choice, 500/700	40
Choice, 700/800	39
Good, 500/700	37
Commercial cows	24%
Bulls	25
Canner & cutter cows	20%

PRIMAL BEEF CUTS

Prime:	
Hindqtrs., 5/800	50 @ 51
Foreqtrs., 5/800	27 @ 28
Rounds, all wts.	44 @ 45
Trd. loins, 50/70 (lcl)	81 @ 84
Sq. chucks, 70/90	38
Arm chucks, 80/110	37
Briskets (lcl)	25
Ribs, 25/35 (lcl)	51 @ 53
Navel, No 1	9%
Flanks, rough No. 1	12%
Choice:	
Hindqtrs., 5/800	48 @ 49
Foreqtrs., 5/800	27 @ 28
Rounds, all wts.	44 @ 45
Trd. loins, 50/60 (lcl)	78 @ 80
Sq. chucks, 70/90	32% @ 33
Arm chucks, 80/110	30% @ 31
Briskets	25
Ribs, 25/35 (lcl)	47 @ 48
Navel, No 1	9%
Flanks, rough No. 1	12%
Good:	
Rounds	41 @ 43
Sq. cut chucks	30 @ 32
Briskets	24 @ 25
Ribs	42 @ 43
Loins	71 @ 73

COW & BULL TENDERLOINS

Cows, 3/dn. (frozen)	60 @ 63
Cows, 3/4 (frozen)	72 @ 75
Cows, 3/5 (frozen)	80 @ 85
Cows, 5/up (frozen)	95 @ 1.00
Bulls, 5/up (frozen)	95 @ 1.00

BEEF HAM SETS

Knuckles, 7 1/2 up	39 1/4
Insides, 12/up	39 1/4
Outsides, 8/up	38

CARCASS MUTTON

(L.c.l. prices)

Choice, 70/down	13 @ 14
Good, 70/down	12 @ 13

BEEF PRODUCTS

Tongues, No. 1, 100's	24
Hearts, reg., 100's	10%
Livers, sel., 30/50's	24 @ 25
Livers, reg., 30/50's	15 @ 15 1/4
Lips, scalded, 100's	7%
Lips, unscalded, 100's	7
Tripe, scalded, 100's	6%
Tripe, cooked, 100's	6%
Lungs, 100's	6%
Melts, 100's	6%
Udders, 100's	4%

FANCY MEATS

(L.c.l. prices)

Beef tongues, corned	35
Veal breads, under 12 oz.	68
12 oz. up	1.12
Calf tongue, 1 lb/down	19
Ox tails, under 3/4 lb.	11%
Ox tails, over 3/4 lb.	13

BEEF SAUS. MATERIALS

FRESH

C. C. cow meat, bbls.	30% @ 81
Bull meat, bon's, bbls.	35
Beef trim., 75/80, bbls.	21% @ 22
Beef trim., 85/90, bbls.	26%
Bon's chucks, bbls.	30 @ 31
Beef cheek meat,	
trmd., bbls.	24
Beef head meat, bbls.	18%
Shank meat, bbls.	30
Veal trim., bon's, bbls.	28% @ 29

VEAL—SKIN OFF

(Carcass)

(L.c.l. prices)

Prime, 80/110	42.00 @ 43.00
Prime, 110/150	41.00 @ 42.00
Choice, 50/80	36.00 @ 38.00
Choice, 80/110	38.00 @ 40.00
Choice, 110/150	38.00 @ 40.00
Good, 50/80	33.00 @ 35.00
Good, 80/110	35.00 @ 37.00
Good, 110/150	35.00 @ 37.00
Commercial, all wts.	29.00 @ 33.00

CARCASS LAMB

(L.c.l. prices)

Prime, 40/50	43 @ 45 1/4
Prime, 50/60	None qtd.
Choice, 40/50	43 @ 45 1/4
Choice, 50/60	None qtd.
Good, all wts.	38 @ 41

NEW YORK

Sept. 6, 1955

WHOLESALE FRESH MEATS

BEEF CUTS

(L.c.l. prices)

Steer:	
Prime carc., 6/800	42.00 @ 45.00
Choice carc., 6/700	42.00 @ 43.00
Choice carc., 7/800	39.50 @ 41.00
Hinds, pr., 6/700	56.00 @ 58.00
Hinds, pr., 7/800	55.00 @ 57.00
Hinds, ch., 6/700	53.00 @ 56.00
Hinds, ch., 7/800	52.00 @ 54.00

BEEF CUTS

(L.c.l. prices)

Prime steer:	
Hindqtrs., 600/700	56.00 @ 58.00
Hindqtrs., 700/800	55.00 @ 56.00
Hindqtrs., 800/900	51.00 @ 52.00
Rounds, flank off	47.00 @ 48.00
Rounds, diamond bone	
flank off	47.00 @ 49.00
Short loins, untrim.	78.00 @ 86.00
Short loins, trim.	102.00 @ 110.00
Flanks	14.00 @ 15.00
Ribs (7 bone cut)	51.00 @ 57.00
Arm Chucks	33.00 @ 35.00
Briskets	25.00 @ 28.00
Plates	11.00 @ 12.00
Foreqtrs. (Kosher)	36.00 @ 38.00
Arm Chucks (Kosher)	36.00 @ 38.00
Choice steer:	
Hindqtrs., 600/700	54.00 @ 56.00
Hindqtrs., 700/800	52.00 @ 53.00
Hindqtrs., 800/900	49.00 @ 51.00
Rounds, flank off	46.00 @ 47.00
Rounds, diamond bone	
flank off	47.00 @ 48.00
Short loins, untrim.	72.00 @ 78.00
Short loins, trim.	92.00 @ 99.00
Flanks	14.00 @ 15.00
Ribs (7 bone cut)	48.00 @ 52.00
Arm Chucks	32.00 @ 33.00
Briskets	25.00 @ 26.00
Plates	11.00 @ 12.00
Foreqtrs. (Kosher)	35.00 @ 37.00
Arm Chucks (Kosher)	34.00 @ 37.00

FANCY MEATS

(L.c.l. prices)

Veal breads, under 6 oz.	51
6/12 oz. up	47
Beef livers, selected	82
Beef kidneys	13
Oxtails, 3/4 lb./up	11
fros	

LAMBS

(L.c.l. prices)

Prime, 30/40	49.00 @ 50.00
Prime, 40/45	52.00 @ 53.00
Prime, 45/55	50.00 @ 51.00
Choice, 30/40	48.00 @ 50.00
Choice, 40/45	51.00 @ 52.00
Choice, 45/55	50.00 @ 52.00
Good, 30/40	46.00 @ 48.00
Good, 40/45	49.00 @ 50.00
Good, 45/55	48.00 @ 49.00
Good, 55/65	45.00 @ 47.00
Western	
Prime, 45/dn.	47.00 @ 48.00
Prime, 55/65	46.00 @ 47.00
Choice, 45/dn.	47.00 @ 48.00
Choice, 45/dn.	46.00 @ 47.00
Good, all wts.	42.00 @ 45.00

VEAL—SKIN OFF

(L.c.l. carcass prices)

Western	
Prime, 80/130	42.00 @ 45.00
Choice, 50/80	None quoted
Choice, 80/130	38.00 @ 41.00
Good, 50/80	33.00 @ 35.00
Good, 80/130	36.00 @ 39.00
Com'l, all wts.	32.00 @ 35.00

BUTCHER'S FAT

Shop fat (cwt.)	\$1.50
Breast fat (cwt.)	2.50
Indible suet (cwt.)	2.75
Edible suet (cwt.)	2.75

N. Y. MEAT SUPPLIES

(Receipts reported by the USDA Marketing Service week ended Sept. 3, 1955 with Comparisons.)

STEERS AND HEIFERS Carcasses
Week ended Sept. 3... 9,398
Week previous... 10,628

COW:
Week ended Sept. 3... 1,409
Week previous... 1,512

BULL:
Week ended Sept. 3... 462
Week previous... 495

VEAL:
Week ended Sept. 3... 10,162
Week previous... 8,086

LAMB:
Week ended Sept. 3... 29,200
Week previous... 19,474

MUTTON:
Week ended Sept. 3... 544
Week previous... 436

HOG AND PIG:
Week ended Sept. 3... 7,946
Week previous... 8,800

PORK CUTS:
Week ended Sept. 3... 734,992
Week previous... 877,499

BEEF CUTS:
Week ended Sept. 3... 169,534
Week previous... 201,474

VEAL AND CALF CUTS:
Week ended Sept. 3... 3,000
Week previous... 3,000

LAMB AND MUTTON:
Week ended Sept. 3... 2,590
Week previous... 112

BEEF CURED:
Week ended Sept. 3... 12,788
Week previous... 12,785

PORK CURED AND SMOKED:
Week ended Sept. 3... 144,274
Week previous... 209,918

LARD AND PORK FAT:
Week ended Sept. 3... 10,927
Week previous... 2,872

LOCAL SLAUGHTER

CATTLE:
Week ended Sept. 3... 13,543
Week previous... 13,420

CALVES:
Week ended Sept. 3... 15,022
Week previous... 13,887

HOGS:
Week ended Sept. 3... 51,151
Week previous... 48,293

SHREEP:
Week ended Sept. 3... 47,656
Week previous... 49,583

COUNTRY DRESSED MEATS
VEAL:
Week ended Sept. 3... 5,347
Week previous... 4,895

HOGS:
Week ended Sept. 3... 101
Week previous... 35

LAMB AND MUTTON:
Week ended Sept. 3... 68
Week previous... 31

PHILA. FRESH MEATS

Tuesday, Sept. 6, 1955

WESTERN DRESSED

STEER CARCASS: (Cwt.)
Choice, 500/700... \$40.50 @ 42.50
Choice, 700/900... 38.00 @ 40.50
Good, 500/800... 37.00 @ 39.50

COW:
Com'l, all wts... 26.50 @ 29.00
Utility, all wts... 24.00 @ 26.00

VEAL (SKIN OFF):
Choice, 80/110... 38.00 @ 41.00
Choice, 110/150... 39.00 @ 42.00
Good, 50/80... 32.00 @ 34.00
Good, 80/110... 34.00 @ 36.00
Good, 110/150... 35.00 @ 37.00

LAMB:
Prime, 30/45... 46.00 @ 49.00
Prime, 45/55... 46.00 @ 49.00
Choice, 30/45... 46.00 @ 49.00
Choice, 45/55... 46.00 @ 49.00
Good, all wts... 42.00 @ 45.00

MUTTON (EWE):
Choice, 70/down... 16.00 @ 18.00
Good, 70/down... 15.00 @ 17.00

LOCALLY DRESSED
STEER BEEF (lb.): Choice
Hinds, 500/800... 52 @ 54
Hinds, 800/900... 50 @ 52
Rounds, no flank... 47 @ 50
Hip rd., + flank... 44 @ 46
Full loin, untrim... 53 @ 55
Sh rt loin, untrim... 46 @ 47
Ribs (7 bone)... 50 @ 54
Arm chucks... 27 @ 29
Briskets... 27 @ 29
Short plates... 10 @ 13

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass):	Los Angeles	San Francisco	No. Portland
Sept. 6	Sept. 6	Sept. 6	Sept. 6
STEERS:			
Choice:			
500-600 lbs.	\$38.00 @ 40.00	\$40.00 @ 41.00	\$40.00 @ 41.50
600-700 lbs.	37.00 @ 38.50	38.00 @ 40.00	38.50 @ 41.00
Good:			
500-600 lbs.	34.00 @ 37.00	35.00 @ 37.00	37.00 @ 39.50
600-700 lbs.	32.00 @ 35.00	34.00 @ 36.00	36.00 @ 39.00
Commercial			
300-500 lbs.	32.00 @ 34.00	32.00 @ 34.00	30.00 @ 36.00
COW:			
Commercial, all wts.	24.00 @ 28.00	24.00 @ 30.00	24.00 @ 29.00
Utility, all wts.	23.00 @ 25.00	22.00 @ 24.00	22.00 @ 26.00
Canner-cutter	None quoted	19.00 @ 22.00	20.00 @ 23.00
FRESH CALF	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	37.00 @ 40.00	33.00 @ 35.00	35.00 @ 38.00
Good:			
200 lbs. down	35.00 @ 38.00	32.00 @ 34.00	33.00 @ 36.00
SPRING LAMB (Carcass):			
Prime:			
40-50 lbs.	40.00 @ 42.00	39.00 @ 41.00	38.00 @ 40.00
50-60 lbs.	38.00 @ 41.00	37.00 @ 39.00	38.00 @ 40.00
Choice:			
40-50 lbs.	40.00 @ 42.00	39.00 @ 41.00	38.00 @ 40.00
50-60 lbs.	38.00 @ 41.00	37.00 @ 39.00	38.00 @ 40.00
Good, all wts.	36.00 @ 40.00	34.00 @ 37.00	34.00 @ 38.00
MUTTON (EWE):			
Choice, 70 lbs. down	14.00 @ 16.00	None quoted	12.00 @ 14.00
Good, 70 lbs. down	14.00 @ 16.00	None quoted	12.00 @ 14.00

Frequent Instrument Check-ups Prevent Emergencies

The economical way to protect your plant's investment in instrumentation is a Honeywell Periodic Service Plan. Under this plan, a Honeywell service specialist comes to your plant at regular intervals to—

- Check your Brown instruments and calibrate them against accurate laboratory standards.
- Inspect all moving parts, clean and lubricate them, and replace where necessary.

You get this kind of service performed regularly for your office equipment such as typewriters and calculating machines . . . for your automobile . . . and even for yourself by periodic check-ups by your doctor. You've learned that the ounce of prevention is a good investment. Well, the same philosophy applies to instruments, too. Keeping them in good condition is far more economical than waiting for emergencies to throw production schedules into a tailspin.

Here, briefly, is what the Honeywell Periodic Service Plan does. It provides you—

Periodic examination and adjustment by a factory-trained service engineer.

Automatic attention. Calls are made on a schedule that fits your own plant's requirements . . . at a cost substantially lower than an equivalent emergency service call.

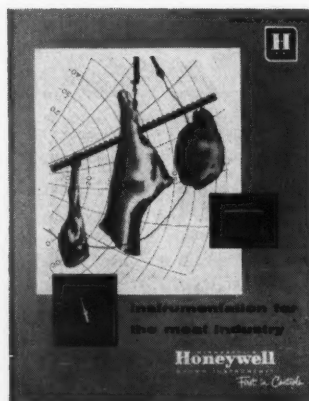
Continuous operation. Good instruments kept in top condition can be counted on for steady duty, without costly shut-downs. Well-maintained instruments last longer, too.

Increased plant efficiency. Greater reliability of operation builds confidence of plant personnel in their equipment.

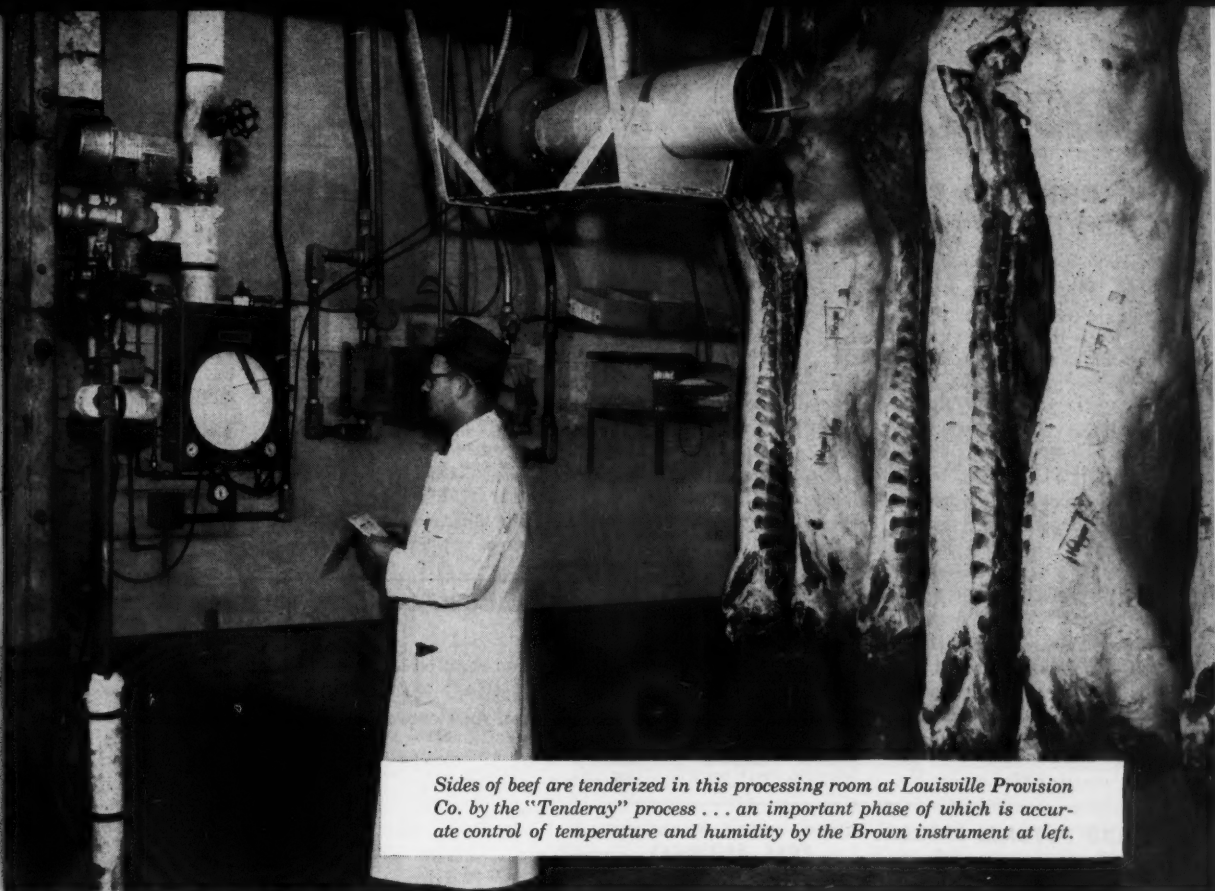
At any time, of course, you can count on prompt emergency service from any one of the more than 100 Honeywell service centers spotted throughout the United States and Canada.

The Plan is extremely simple. It costs remarkably little, and can pay real dividends in protection of your production schedules and your instrument investment. For details about how it can be applied to your own plant, call your local Honeywell office.

Brown controller maintains climate for "Tenderay*"



Bulletin 4100, "Instrumentation for the Meat Industry" gives detailed data on ways that Brown instruments can improve efficiency and economy in scalding, refrigeration, smoking and cooking operations. Write for your copy today.



Sides of beef are tenderized in this processing room at Louisville Provision Co. by the "Tenderay" process . . . an important phase of which is accurate control of temperature and humidity by the Brown instrument at left.

quick tenderizing process

LIKE many forward-looking packers, the Louisville Provision Co., of Louisville, Ky., finds that modern instrumentation plays an essential role in advanced packing methods. This company uses the widely accepted *Tenderay* process for fast, safe tenderizing of beef.

Tenderay speeds up nature's own aging method. Nothing is added to make the meat tender. At relatively high temperature and humidity, the natural enzymes in beef tenderize tough connective tissues quickly, while ultra-violet *Sterilamps** protect the meat. Faster tenderizing prevents loss of natural juices . . . means smaller trimming and shrinkage losses for the packer and greater profits.

To gain these benefits, temperature and humidity must be held within close limits. A Brown controller keeps temperatures within a narrow band that is high enough to speed up the tenderizing action without

danger of excessive shrinkage. For humidity control, a two-pen Brown instrument regulates steam and ammonia refrigerant to the air conditioner that feeds the processing room.

Whether you are modernizing your present processing methods or installing new equipment, you will find it well worth while to investigate the unlimited possibilities of using Brown instruments. This comprehensive line covers practically any process condition you may need to measure and control . . . to any accuracy . . . in a wide range of initial cost to fit your budget requirements. Ask your local Honeywell sales engineer to come in for a discussion . . . he's as near as your phone.

MINNEAPOLIS-HONEYWELL REGULATOR CO., Industrial Division, Wayne and Windrim Avenues, Philadelphia 44, Pa.—in Canada, Toronto 17, Ontario.

● REFERENCE DATA: Write for Composite Catalog 5002 . . . and for Data Sheets on specific meat packing applications.



MINNEAPOLIS
Honeywell
BROWN INSTRUMENTS

*Trade marks of Westinghouse Electric Co.

First in Controls

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS From The National Provisioner Daily Market Service CASH PRICES

(Carol Basis, Chicago Price Zone, Sept. 7, 1955)

SKINNED HAMS		BELLIES	
Fresh or F.F.A.	Frozen	Fresh or F.F.A.	Frozen
39 1/2 10/12	39 1/2	25n 6/8	25n
39 1/2 12/14	39 1/2	25 8/10	25
40 1/2 14/16	40 1/2	25 1/2 10/12	25 1/2
42 1/2 16/18	42 1/2	26 12/14	26
42 1/2 18/20	42 1/2	26 1/2 14/16	26 1/2
42 20/22	42	26 1/2 16/18	26 1/2
38 1/2 22/24	38 1/2	24 1/2 18/20	24 1/2
35 1/2 24/26	35 1/2		
35 1/2 25/30	34 1/2		
32 1/2 25/up, 2s in	32 1/2		
Note—Regular Hams 2 1/2c under skinned.			
PICNICS		FRESH PORK CUTS	
Fresh or F.F.A.	Frozen	Job Lot	Car Lot
24 4/6	24	Fresh	Fresh
24 6/8	24	49 Loin, und. 12	47 1/2 @ 48
22 1/2 8/10	22 1/2	48 @ 49 Loin, 12/16	46 1/2
22 1/2 10/12	22 1/2	38 @ 39 Loin, 16/20	35b
22 1/2 12/14	22 1/2	34 1/2 Loin, 20/up	34 1/2
22 1/2 8/up, 2s in	22	31 @ 32 Bost. Butts, 4/8	30 1/2
		30 @ 31 Bost. Butts, 8/up	30 1/2
		40 @ 41 Rib, 3/dn.	37
		27 Rib, 3/5	25 1/2
		20 @ 21 Rib, 5/up	21
FAT BACKS		OTHER CELLAR CUTS	
Fresh or Frozen	Cured	Fresh or Frozen	Cured
8 1/2 6/8	9n	12 Square Jowls	13n
10 1/2 10/12	10 1/2	8 @ 9 Jowl Butts, loose	10n
11n 10/12	11 1/2	10n Jowl Butts, boxed	unq.
12n 12/14	12		
12 1/2 14/16	12 1/2		
13n 16/18	13		
13n 18/20	13		
13n 20/25	13		

LARD FUTURES PRICES

FRIDAY, SEPT. 2, 1955

	Open	High	Low	Close
Sep. 10.90	10.95	10.75	10.75b	
Oct. 10.87 1/2	10.90	10.70	10.72 1/2	
Nov. 10.32 1/2	10.35	10.20	10.27 1/2	
Dec. 10.45	10.57 1/2	10.42 1/2	10.42 1/2b	
Jan. 10.50	10.50	10.40	10.42 1/2	
Mar. 10.65	10.65	10.57 1/2	10.60b	
May			10.70a	

Sales: 4,480,000 lbs.
Open interest at the close Thurs., Sept. 1: Sept. 336, Oct. 230, Nov. 268, Dec. 277, Jan. 73, Mar. 48, and May 2 lots.

MONDAY, SEPT. 5, 1955

Labor Day
(Board of Trade closed)
No trading in lard futures.

TUESDAY, SEPT. 6, 1955

	Sep. 10.70	10.75	10.65	10.67 1/2a
Oct. 10.67 1/2	10.70	10.55	10.57 1/2a	
Nov. 10.22 1/2	10.25	10.20	10.22 1/2b	
Dec. 10.37 1/2	10.42 1/2	10.35	10.40b	
Jan. 10.35	10.37 1/2	10.32 1/2	10.35	
Mar. 10.60	10.65	10.60	10.62 1/2a	
May			10.72 1/2b	

Sales: 4,520,000 lbs.
Open interest at the close Fri., Aug. 2: Sept. 307, Oct. 233, Nov. 269, Dec. 283, Jan. 77, Mar. 53, and May 2 lots.

WEDNESDAY, SEPT. 7, 1955

	Sep. 10.65	10.72 1/2	10.60	10.67 1/2
Oct. 10.55	10.65	10.47 1/2	10.55b	
Nov. 10.20	10.22 1/2	10.12 1/2	10.77 1/2	
Dec. 10.35	10.47 1/2	10.32 1/2	10.35b	
Jan. 10.32 1/2	10.40	10.30	10.30	
Mar. 10.55	10.55	10.55	10.55a	
May			10.72 1/2a	

Sales: 6,120,000 lbs.
Open interest at the close Tues., Sept. 6: Sept. 293, Oct. 250, Nov. 279, Dec. 293, Jan. 280, Mar. 57, and May 2 lots.

THURSDAY, SEPT. 8, 1955

	Sep. 10.65	10.67 1/2	10.55	10.55a
Oct. 10.47 1/2	10.55	10.40	10.40a	
Nov. 10.15	10.17 1/2	10.10	10.10a	
Dec. 10.35	10.40	10.30	10.32 1/2b	
Jan. 10.35	10.37 1/2	10.30	10.32 1/2b	
Mar.			10.55b	
May			10.65a	

Sales: 5,000,000 lbs.
Open interest at close Wed., Sept. 7: Sept. 284, Oct. 247, Nov. 294, Dec. 308, Jan. 81, Mar. 56, and May 2 lots.

CHGO. FRESH PORK AND PORK PRODUCTS

	Sept. 6, 1955 (L.C. prices)
Hams, skinned, 10/12	41
Hams, skinned, 12/14	41
Hams, skinned, 14/16	41 1/2 @ 42
Picnics, 4/6 lbs., loose	24 1/2
Picnics, 6/8 lbs. (Job Lot)	24 @ 24 1/2
Pork loins, bon'ls, 100's	58
Shoulders, 16/dn., loose	27 1/2
Pork livers	11 @ 12
Tenderloins, fresh, 10's	77
Neck bones, bbis.	9 @ 10
Ears, 30's	6
Snouts, lean in, 100's	6
Feet, a.c., 30's	6

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To Sausage Manufacturers in job lots only)

Pork trim., reg. 40%	
bbis.	15
Pork trim., guar. 50%	
lean bbis.	17
Pork trim., 80% lean	
bbis.	31 @ 31 1/2
Pork trim., 95% lean	
bbis.	37 1/2
Pork head meat	21
Pork cheek meat trim.	
bbis.	28

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$14.00
Refined lard, 50-lb. cartons f.o.b. Chicago	14.00
Kettle rend., tierces, f.o.b. Chicago	15.00
Leaf, kettle rend., tierces, f.o.b. Chicago	15.00
Lard flakes	16.75
Neutral tierces, f.o.b. Chicago	17.00
Standard shortening N. & S. (del.)	20.00
Hydro, shorting. N. & S.	21.25

WEEK'S LARD PRICES

	P.S. or Dry	P.S. or Dry	Ref. in 50-lb. tins
Rend. Cash (Tierces)	Loose	Loose	(Open)
(Bd. Trade)	Mkt.	Mkt.	
Sept. 2	10.75	10.25n	12.75n
Sept. 3	10.75n	10.25n	12.75n
Sept. 5	Holiday, no trading.		
Sept. 6	10.67n	10.25	12.75n
Sept. 7	10.67n	10.00n	12.75n
Sept. 8	10.55n	10.00n	12.75n

LIGHT, MEDIUM HOG VALUES IMPROVE

(Chicago costs and credits, Tuesday of this week)

Handy-weight hogs, which generally command top prices on the live market, but in recent weeks have sold below some heavier classes, this week returned plus values after last week's dip into the minus column. Medium-weights gained, too, but heavies fell back more.

	—180-220 lbs.—	—220-240 lbs.—	—240-270 lbs.—
	Value	Value	Value
per cwt.	per cwt.	per cwt.	per cwt.
live	live	live	live
yield	yield	yield	yield
Lean cuts	\$11.79	\$17.28	\$11.47
Fat cuts, lard	4.50	6.43	4.56
Ribs, trimms., etc.	1.74	2.51	1.50
Cost of hogs	\$16.20	\$16.50	\$16.53
Condemnation loss	.02	.02	.02
Handling, overhead	1.57	1.40	1.28
TOTAL COST	\$17.79	\$25.82	\$17.92
TOTAL VALUE	18.03	26.22	17.62
Cutting margin	+.24	+.40	+.44
Margin last week	.13	.17	.69

PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles Sept. 6	San Francisco Sept. 6	No. Portland Sept. 6
FRESH PORK (Carcass: (Packer Style)	(Shipper Style)	(Shipper Style)	(Shipper Style)
80-120 lbs.	None quoted	None quoted	None quoted
120-160 lbs.	\$28.00@30.00	None quoted	\$29.00@30.00
FRESH PORK CUTS No. 1:			
LOINS:			
8-10 lbs.	44.00@51.00	52.00@56.00	51.00@57.00
10-12 lbs.	44.00@51.00	52.00@54.00	51.00@57.00
12-16 lbs.	44.00@51.00	52.00@54.00	50.00@56.00
PICNICS:			
4-8 lbs.	28.00@37.00	35.00@38.00	35.00@39.00
HAMS, skinned:			
12-16 lbs.	48.00@59.00	55.00@59.00	53.00@56.00
16-18 lbs.	48.00@59.00	58.00@62.00	51.00@54.00
BACON, "Dry" Cure No. 1:			
6-8 lbs.	40.00@48.00	50.00@54.00	45.00@50.00
8-10 lbs.	38.00@45.00	45.00@50.00	42.00@45.00
10-12 lbs.	35.00@42.00	42.00@45.00	40.00@42.00
LARD, Refined:			
1-lb. cartons	15.00@16.50	19.00@20.00	15.50@17.50
50-lb. cartons & cans	14.00@16.00	18.00@19.00	None quoted
Tierces	13.50@15.50	16.00@18.00	14.00@16.50

N. Y. FRESH PORK CUTS

	Sept. 6, 1955 (L.C. prices)
Pork loins, 8/12	\$48.00@52.00
Pork loins, 12/16	48.00@50.00
Hams, sknd., 10/14	46.00@48.00
Boston butts, 4/8	34.00@36.00
Spareribs, 3/down	42.00@45.00
Pork trim., regular	28.00
Pork trim., spec. 80%	44.00
Hams, sknd., 10/14	\$44.00@46.00
Pork loins, 8/12	54.00@57.00
Pork loins, 12/14	54.00@56.00
Picnics, 4/8	32.00@34.00
Boston Butts, 4/8	34.00@38.00
Spareribs, 3/down	42.00@46.00

N. Y. DRESSED HOGS

	(L.C. prices)
(Heads on, leaf fat in)	
50 to 75 lbs.	\$27.25@30.25
75 to 100 lbs.	27.25@30.25
100 to 125 lbs.	27.25@30.25
125 to 150 lbs.	27.25@30.25

CHGO. WHOLESALE SMOKED MEATS

	Sept. 6, 1955
Hams, skinned, 14/16 lbs., wrapped	49
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	51
Hams, skinned, 16/18 lbs., wrapped	52
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	54
Bacon, fancy, trimmed, brisket off, 8/10 lbs., wrapped	37
Bacon, fancy, sq. cut, seedless, 12/14 lbs., wrapped	37
Bacon, No. 1 sliced, 1-lb. open-faced layers	50

PHILA. FRESH PORK

	Sept. 6, 1955 WESTERN DRESSED
PORK CUTS—U.S. 1-3, L.B.:	
Regular loins, 8/12	50@52
Regular loins, 12/16	50@52
Regular loins, 16/20	None
Butts, Boston, 4/8	33@35
Spareribs, 3/down	41@43
LOCALLY DRESSED	
U.S. 1-3 Lb.	
Pork loins, 8/10	55@60
Pork loins, 10/12	55@60
Pork loins, 12/16	54@58
Spareribs, 3/dn.	42@44
Sk. hams, 10/12	47@49
Sk. hams, 12/14	47@49
Boston butts, 4/8	35@37
Picnics, 4/8	28@32

HOG-CORN RATIOS

The hog-corn ratio for barrows and gilts at Chicago for the week ended Sept. 3, 1955, was 12.4. This ratio compared with the 12.8 ratio for the preceding week and 12.1 a year ago. These ratios were calculated on the basis of No. 1 yellow corn selling at \$1.301, \$1.281 and \$1.668 per bu. in the three periods, respectively.

BY-PRODUCTS... FATS AND OILS

BY-PRODUCTS MARKET

Wednesday, Sept. 7, 1955

BLOOD

Unground, per unit of ammonia (bulk) *5.25@5.50n

DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:

Low test *5.50@5.75n
Med. test *5.25@5.50n
High test *5.25n
Liquid stick, tank cars *1.75

PACKINGHOUSE FEEDS

Carlots per ton
50% meat, bone scraps, bagged \$ 72.50@ 80.00
50% meat, bone scraps, bulk... 70.00@ 75.00
55% meat scraps, bagged 87.00
60% digester tankage, bagged... 75.00@ 80.00
60% digester tankage, bulk... 72.50@ 77.50
80% blood meal, bagged 110.00@125.00
70% steamed bone meal, bagged (spec. prep.) 85.00
60% steamed bone meal, bagged 65.00@ 70.00

FERTILIZER MATERIALS

High grade tankage, ground, per unit ammonia 4.50
Hoof meal, per unit ammonia 6.00

DRY RENDERED TANKAGE

Low test, per unit prot. *1.25@1.30
Med. test, per unit prot. *1.25
High test, per unit prot *1.20n

GELATINE AND GLUE STOCKS

Calf trimmings (limed) 1.35@ 1.50
Hide trimmings (green salted) 6.00@ 7.00n
Cattle jaws, scraps, and knuckles, per ton 55.00@57.00
Pig skin scraps and trimmings... 5.00@ 5.25

ANIMAL HAIR

Winter coil dried, per ton *125.00@135.00
Summer coil dried, per ton *60.00@ 65.00
Cattle switches, per piece 3 1/2 @ 5
Winter processed, gray, lb. 20
Summer processed, gray, lb. 12 1/2 @13 1/2

n—nominal. a—asked. *Quoted delivered.

TALLOW and GREASES

Wednesday, Sept. 7, 1955

On Thursday of last week, a few tanks of bleachable fancy tallow sold at 7 1/2c c.a.f. Chicago, steady with the current list. Several tanks of bleachable fancy tallow also sold at 8c and 8 1/2c c.a.f. East, production considered. The edible tallow market was quiet, with bids of 8 1/2c, Chicago basis and indications of 8%, going without action. Yellow grease sold at 6 1/2c and 6%, Chicago. All hog choice white grease traded at 8% c.a.f. East, with additional buying interest at that level. Offerings, however, were priced at 8 1/4c.

There was moderate activity in the tallow and grease market at the end of the week, and bleachable fancy tallow sold at 7 1/2c. Edible tallow was unchanged at 8 1/2@8 3/4c, with a reported trade at 8 1/4c, Chicago basis, not totally confirmed. Bleachable fancy tallow sold in the East at 8 1/2c for high titre material, while 8c was indicated on regular production. Choice white grease, not all hog, sold

early at 7 1/2c, and later traded at 7 1/4c Chicago. Yellow grease sold at 6 1/2c for regular production, while better production brought 6 3/4c. Choice white grease, all hog, sold at 8 1/2c and 8 3/4c, delivered East, with additional buying inquiry at 8 1/2c, unfilled.

Light trading of greases developed Monday, but sales of tallows were slow to come out. Yellow grease, good production, sold at 6 3/4c, Chicago. Choice white grease, all hog, sold at 8 3/4c, delivered East. Special tallow was bid at 7c, with rumored movement at that level. B-white grease was bid at 7c, but no sales were confirmed. The Eastern market was generally quiet throughout the day.

Only scattered trading of tallows and greases at midweek, with prices generally holding steady. Bleachable fancy tallow sold at 7 1/2c, with small consumer purchase reported at 7 3/4c. Prime tallow was bid at 7 1/4c early, but no sales were heard. Some No. 1 tallow traded at 6 3/4c, reportedly regular production. Choice white grease, not all hog, was quoted at 7 1/4c. All hog choice white grease was bid at 8 3/4c in the East, without early action

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and other bids were also heard at 8½¢ for high titre material.

TALLOW: Wednesday's quotations: edible tallow, 8½¢@8½¢; original fancy tallow, 7¼¢; bleachable fancy tallow, 7¼¢; prime tallow, 7¼¢; special tallow, 7¢; No. 1 tallow, 6½¢@6½¢, and No. 2 tallow, 6¢.

GREASES: Wednesday's quotations: the not all hog choice white grease, 7½¢@7¼¢; B-white grease, 7¢; yellow grease, 6½¢@6½¢; house grease, 6½¢; brown grease, 5¼¢. The all hog choice white grease was quoted at 8½¢ c.a.f. East.

EASTERN BY-PRODUCTS

New York, Sept. 7, 1955
Dried blood was quoted Wednesday at \$5.25@5.50 per unit of ammonia. Low test wet rendered tankage was listed at \$5.50 per unit of ammonia and dry rendered tankage was priced at \$1.10@1.15 per protein unit.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, SEPT. 2, 1955

	Open	High	Low	Close	Prev. Close
Sept.	13.67b	....	....	13.67b	13.69b
Oct.	13.42b	....	....	13.40b	13.43b
Dec.	13.35	....	....	13.37	13.35b
Jan.	13.30b	....	....	13.37b	13.35b
Mar.	13.29b	....	....	13.32b	13.33b
May	13.26b	....	....	13.30b	13.27b
July	13.17b	....	....	13.22b	13.20

Sales: 41 lots.

MONDAY, SEPT. 5, 1955

Labor Day holiday, no trading in Cottonseed oil futures.

TUESDAY, SEPT. 6, 1955

	Open	High	Low	Close	Prev. Close
Sept.	13.55b	13.50	13.42	13.46	13.67b
Oct.	13.33	13.35	13.30	13.35	13.40b
Dec.	13.30	13.32	13.26	13.32	13.37
Jan.	13.25b	13.33	13.33	13.33	13.37b
Mar.	13.20b	13.29	13.25	13.29	13.32b
May	13.15b	13.22	13.20	13.24b	13.30b
July	13.10b	....	....	13.17b	13.22b

Sales: 123 lots.

WEDNESDAY, SEPT. 7, 1955

	Open	High	Low	Close	Prev. Close
Sept.	13.35b	13.40	13.33	13.33b	13.46
Oct.	13.30b	13.32	13.29	13.25b	13.35
Dec.	13.26b	13.28	13.25	13.24b	13.32
Jan.	13.28b	13.25	13.25	13.25	13.33
Mar.	13.23b	13.25	13.23	13.25	13.29
May	13.20b	13.22	13.22	13.19b	13.24b
July	13.15b	13.20	13.20	13.15b	13.17b

Sales: 64 lots.

VEGETABLE OILS

Wednesday, Sept. 7, 1955

Crude cottonseed oil, carlots, f.o.b.	
Valley	11¼ pd
Southeast	11¼ @ 11½ n
Texas	11¼ a
Corn oil lg tanks, f.o.b. mills	11½
Peanut oil, f.o.b. mills	17½ n
Soybean oil, f.o.b. mills	10½ pd
Coconut oil, f.o.b. Pacific Coast	10½ n
Cottonseed foots:	
Midwest and West Coast	1¼ @ 1¾
East	1¼ @ 1¾

OLEOMARGARINE

Wednesday, Sept. 7, 1955

White domestic vegetable	2
Yellow quarters	2
Milk churned pastry	2
Water churned pastry	2

OLEO OILS

(F.O.B. Chicago)

Prime oleo stearine (slack barrels)...	Lb. 9
Extra oleo oil (drums)	13

pd—paid. n—nominal. b—bid. a—asked.

HIDES AND SKINS

Heavy native steers sold ½¢ up at midweek for all production points—Impending strikes at eastern tanneries largely responsible for lack of small packer hide movement—Calfskins sold lower last week—Production of shearlings continues to fall short of demand.

CHICAGO

PACKER HIDES: Toward the end of last week, ex-light native steers sold lower at 16½¢. Volume of trading for the week was estimated at 120,000 pieces, including outside independent packer movement.

On Tuesday of the new week, most selections of hides were bid steady, with branded steers and cows wanted especially. Heavy and light native steers were the exception, however, and were bid ½¢ under last levels. As packers did not have offering lists compiled, no trading developed throughout the day.

At midweek, River, Northern and Chicago heavy native steer hides sold ½¢ higher at 14¢. A few Colorado steers sold at 10½¢. River heavy native cows sold at 12½¢. Light native cows were rumored to have traded at steady levels.

SMALL PACKER AND COUNTRY HIDES: The small packer hide market was slow during the week, with the strike situation at eastern tanneries largely a contributing factor to the limited inquiry. Although the 50-lb. average small packer hide was quoted nominally at 10½¢@11¢, some sources thought 11¢ "toppy," at midweek.

The 60-lb. average was quoted lower at 9¢, nominally, in the absence of actual sales. Country hides were slow to move, with 50-lb. straight locker butchers offered at 7½¢. Mixed lots were bid at 7¢ for 48@50-lb. average, without trade.

CALFSKINS AND KIPSKINS: On Thursday of last week, calfskins sold lower and Northern lights brought 50¢ and heavies sold at 45¢. River production stock was considered nominal at 45¢ for lights and 40¢ for heavies. On Friday, St. Paul heavy calf sold at 45¢.

SHEEPSKINS: Sales of shearlings were difficult to confirm up to early midweek, due mainly to limited supplies. Demand continued good, however, but failed to draw out many offerings. Both dry pelts and pickled skins were considered steady with last week's quotations.

CHICAGO HIDE QUOTATIONS

PACKER HIDES		Week ended Sept. 7, 1955	Cor. Week 1954
Hvy. Nat. steers	14	13	@ 13½
Lt. Nat. steers	14 @ 14½ n		14
Hvy. Tex. steers	11n		10½ n
Ex. lgt. Tex.	15n		13n
Butt brand, steers	11n		10½ n
Col. steers	10½ n		10n
Branded cows	10½ @ 11n	10½	@ 11
Hvy. Nat. cows	12½ @ 13n	12	@ 12½
Lt. Nat. cows	12½ @ 13½ n		13½
Nat. bulls	9 @ 9½ n		8½ n
Branded bulls	8 @ 8½		7½ n
Calfskins,			
Nor., 10/15	45n		30n
10/down	50n		35n
Kips, Nor., nat., 15/25.	27½ n		24½ n
SMALL PACKER HIDES			
STEERS AND COWS:			
60 lbs. and over	9n	8½	@ 9n
50 lbs.	10½ n	10½	@ 11n
SMALL PACKER SKINS			
Calfskins, all wts.	35 @ 40n	18	@ 20n
Kips, all wts.	19 @ 20n		15n
SHEEPSKINS			
Packer shearlings,		2.50n	2.50
Dry Pelts	22 @ 24n		28½ n
Horsehides, Untrim.	7.50 @ 8.00n		8.00n

N.Y. HIDE FUTURES

FRIDAY, SEPT. 2, 1955

	Open	High	Low	Close
Oct.	10.80b	11.00	10.85	10.90
Jan.	11.43	11.52	11.43	11.47b- 52n
Apr.	11.93b	12.10	12.10	12.00b- 05n
July	12.40b	....	....	12.50b- 55n
Oct.	12.90b	13.05	13.05	13.05
Jan.	13.30b	13.46	13.46	13.46

Sales: 35 lots.

MONDAY, SEPT. 5, 1955

Labor Day holiday, no trading in hide futures.

TUESDAY, SEPT. 6, 1955

	Open	High	Low	Close
Oct.	10.85	10.85	10.63	10.58b- 62n
Jan.	11.46b	11.48	11.24	11.24
Apr.	12.00b	12.00	11.70	11.70
July	12.50b	12.29	12.29	12.20b- 22n
Oct.	13.00b	13.00	12.77	12.69b- 71n
Jan.	13.40b	....	....	13.10b- 30n

Sales: 113 lots.

WEDNESDAY, SEPT. 7, 1955

	Open	High	Low	Close
Oct.	10.50-55	10.65	10.50	10.65
Jan.	11.15b	11.30	11.20	11.25
Apr.	11.70b	11.75	11.65	11.75b- 80n
July	12.15b	....	....	12.25b- 30n
Oct.	12.67b	12.75	12.75	12.75b- 80n
Jan.	13.08b	13.20	13.05	13.16b- 25n

Sales: 70 lots.

THURSDAY, SEPT. 8, 1955

	Open	High	Low	Close
Oct.	10.60b	11.00	10.62	10.93b- 95n
Jan.	11.20b	11.57	11.45	11.54
Apr.	11.70b	12.07	11.80	12.03b- 05n
July	12.20b	....	....	12.50b- 30n
Oct.	12.70b	....	....	13.00n- 04n
Jan.	13.10b	13.30	13.12	13.41b- 45n

Sales: 53 lots.

Threat of Eastern Tanner Strike Affects Hide Trade

While the possibility of strikes actually developing at eastern tanneries cannot be ruled out, the feeling among most men on both sides of negotiations is that the whole deal will be ironed out to the satisfaction of all concerned. However, the clouds of dissention have cast a pall on the hide trade. One midwestern tanner has been reported as already struck.

Chances of a strike in the Salem-Peabody area in Massachusetts was reported as lessened as negotiations continue in a favorable atmosphere between plant operators and leather workers union. Workers have voted in favor of a strike, but it was indicated that this was mostly a reminder to operators.

LIVESTOCK MARKETS... Weekly Review

Majority of Sheepmen Favor Promotion Check-Off Plan

Secretary of Agriculture Ezra Taft Benson has announced that preliminary results of the producer referendum on a promotion program for wool and lamb indicated a vote approval of 72.2 per cent. Producers owning 9,127,059 sheep voted in favor of the program and owners of 3,517,680 sheep, or 27.8 per cent, voted against it.

"If the final results of the referendum also show more than two-thirds approval the program will be placed in effect," Secretary Benson stated. Final results will be known in September when determination of the eligibility of challenged ballots will be completed and final county tabulations will be known.

On March 18, 1955, Benson entered into an agreement with the American Sheep Producers Council, Inc., providing for advertising, promotion, and related market development under Section 708 of the National Wool Act of 1954. This agreement was to go into effect if approval was given by sheep and lamb producers.

The agreement provides for deductions from payments under the wool incentive program for financing the program which is designed to enlarge or improve the market for the industry's products.

ST. LOUIS HOGS IN AUG.

Hog receipts, weights and range of prices at the St. Louis NSY were reported by H. L. Sparks & Co., as follows:

	1955	1954
Hogs received	206,926	173,945
Highest top price	\$17.50	\$24.10
Lowest top price	16.60	20.50
Average price	16.41	22.46
Average weight, lbs.	207	208

July Cattle, Calf and Sheep Costs Above Year Earlier

Packers operating under federal inspection in July bought cattle, calves and sheep at prices higher than those paid a year earlier.

Average cost of cattle in July at \$17.37 cost 1 per cent more than in 1954, calves at \$16.82 cost 11 per cent more than in 1954, hogs at \$16.39 had 81 per cent of the 1954 value and sheep and lambs averaging \$18.56 cost 1 per cent more than the year before.

The 1,524,475 cattle, 549,644 calves, 3,428,043 hogs and 1,075,724 sheep and lambs slaughtered in July had dressed yields of:

	July, 1955	July, 1954
Beef	1,000 lbs.	1,000 lbs.
Veal	805,565	833,670
Pork (carcass wt.)	73,086	87,133
Lamb and mutton	670,129	667,615
	47,030	52,385
Totals	1,595,799	1,640,833
Pork, excl. lard	494,076	491,092
Lard production	128,545	129,394
Rendered pork fat	7,835	7,900

Average live weights of livestock butchered in July were as follows:

	July, 1955	July, 1954
All cattle	957.6 lbs.	934.8 lbs.
Steers	1,000	973.9
Heifers	826.7	796.4
Cows	938.3	925.0
Calves	237.7	244.2
Hogs	256.4	264.7
Sheep and lambs	91.6	91.1

Dressed yields per 100 lbs. live weight for two months were:

	July, 1955	July, 1954
	Per An'l	Per An'l
Cattle	55.4	55.2
Calves	56.1	55.9
Hogs	76.4	76.0
Sheep and lambs	47.9	47.7
Lard per 100 lbs., hog	14.7	14.7
Lard per animal	37.6	39.0

Average dressed weights of livestock compared as follows:

	July, 1955	July, 1954
	lbs.	lbs.
Cattle	530.5	516.0
Calves	133.3	136.5
Hogs	195.9	201.2
Sheep and lambs	43.9	43.5

¹Included in cattle.

²Subtract 7.0 to get packer style averages.

SALABLE AND DRIVEN-IN RECEIPTS AT 64 MARKETS

Total salable and driven-in receipts of livestock by classes during July, 1955 and 1954 at the 64 public markets.

TOTAL SALABLE RECEIPTS*

	July 1955	July 1954
Cattle	1,368,011	1,556,707
Calves	261,979	329,448
Hogs	1,448,034	1,451,091
Sheep	681,470	740,094

TOTAL DRIVEN-IN RECEIPTS

	July 1955	July 1954
Cattle	1,365,544	1,544,000
Calves	304,236	382,946
Hogs	1,695,963	1,670,149
Sheep	601,500	664,208

*Do not include through shipments and direct shipments to packers when such shipments pass through the stockyards.

Driven-in receipts at 64 public markets constituted the following percentages of total July receipts; Cattle, 84.9; calves, 87.7; hogs, 87.9; and sheep, 57.7. Percentages in 1954 were 83.3, 86.2, 87.9 and 58.3.

KINDS OF LIVESTOCK KILLED

†The classification of livestock slaughtered under federal inspection during July, 1955, compared with June, 1955, and July, 1954 is shown below:

	July 1955	June 1955	July 1954
	Per-cent	Per-cent	Per-cent
Cattle—			
Steers	49.1	52.5	51.6
Heifers	13.2	13.1	12.2
Cows	35.3	31.6	33.1
Bulls & Stags	2.4	2.8	3.1
Total ¹	100.0	100.0	100.0
Canners & Cutters ²	18.6	17.2	19.6
Hogs:			
Sows	30.0	28.2	30.9
Barrows & Gilts	68.9	70.8	68.3
Stags & Boars	1.1	1.0	.8
Total ¹	100.0	100.0	100.0
Sheep and Lambs:			
Lambs & Yearlings	93.4	92.8	91.6
Sheep	6.6	7.2	8.4
Total ¹	100.0	100.0	100.0

¹Based on reports from packers.

²Totals based on rounded numbers.

³Included in cattle classification.



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LAFAYETTE, IND.
LOUISVILLE, KY.
MONTGOMERY, ALA.
NASHVILLE, TENN.

OMAHA, NEBR.
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SIOUX CITY, IOWA
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VALPARAISO, IND.

SERVICE
KENNETT-MURRAY
LIVESTOCK BUYING

New Federal Inspected Plant

BLUE RIBBON PACKING CO., INC.

—SHIP ANYWHERE—HANS PAULY-PRES.

BONELESS BULLS OR COWS: DRESSED CALVES & YLGs.

Capitol 8-0471

Houston Texas

For the Finest Sweet and Dill

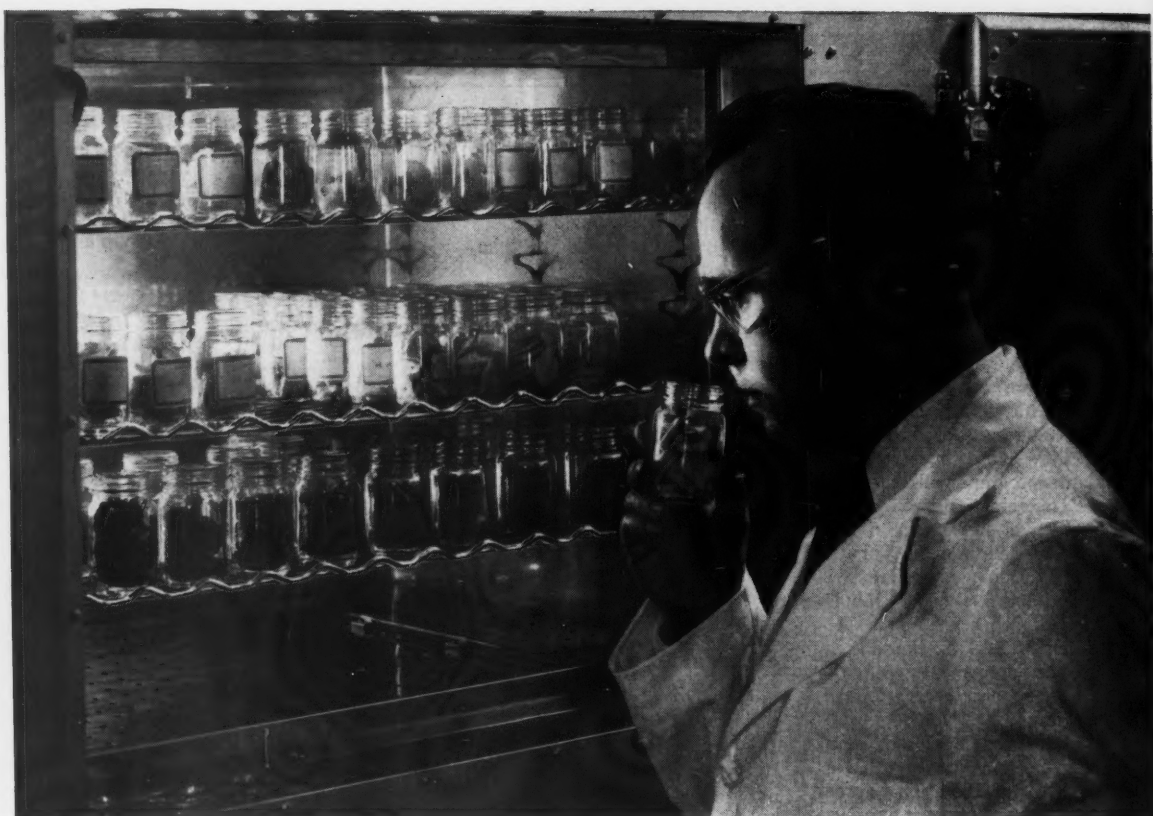
DICED PICKLES

Call — or Write

Flamm Pickle and Packing Co.

Since 1919 — At

RIVER ROAD - EAU CLAIRE, MICHIGAN
L. D. Phone 2811



Shelf life of cracklings increased 20 times— by adding Tenox before rendering

The protection of lard's stability through use of antioxidants has increased greatly during the past few years.

To date, the accepted practice has been to add these antioxidants to the lard after rendering. However, recent data now suggests that by adding antioxidants to the charge before rendering, the resulting cracklings as well as the lard are protected against rancidity. Thus, just as antioxidants have helped preserve and stabilize the market for lard, they may now do the same for cracklings.

Condensed details of a recent series of tests performed in the Eastman Food Laboratory follow.

As a control, rendering was carried out without using any antioxidant. The resulting lard and cracklings were then tested for stability. Lard stability was determined by AOM (Active Oxygen Method). Cracklings

stability, by subjecting them to the Schaal Oven Life Test at 145°F. The following figures show how quickly rancidity developed when no antioxidants were used.

	Lard Stability AOM (Hours)	Cracklings Stability Schaal Oven Test (Days)
No antioxidants added	1½	3

Next, Tenox antioxidants were added to the charge before rendering. Stability data on the resulting lard and cracklings follows:

	Lard Stability AOM (Hours)	Cracklings Stability Schaal Oven Test (Days)
Charge +0.05 Tenox R	19	80+
Charge +0.05 Tenox II	22	80+
Charge +0.025 Tenox VII	20	66

By using Tenox antioxidants before render-

ing, stability of the cracklings was increased over 20 times.

Tests like these are being carried out constantly by Eastman Food Laboratory specialists. Call on Eastman whenever you have a stabilizing problem. We will be glad to help you select the antioxidant best suited to your needs and will advise on its efficient and economical use.

For full information write to Eastman Chemical Products, Inc., a subsidiary of Eastman Kodak Company, Kingsport, Tenn.

Tenox

Eastman food-grade antioxidants

SALES OFFICES Eastman Chemical Products, Inc., Kingsport, Tennessee; New York—260 Madison Ave.; Framingham, Mass.—65 Concord St.; Cincinnati—Carew Tower; Cleveland—Terminal Tower Bldg.; Chicago—360 N. Michigan Ave.; St. Louis—Continental Bldg.; Houston—1300 Main Street. West Coast: Wilson Meyer Co.: San Francisco—333 Montgomery St.; Los Angeles—4800 District Blvd.; Portland—520 S. W. Sixth Ave.; Salt Lake City—73 S. Main St.; Seattle—821 Second Ave. Canada: P. N. Soden Co., Ltd., Montreal, Quebec—2143 St. Patrick St.; Toronto, Ontario—1498 Yonge St.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 11 centers for the week ended Sept. 3:

CATTLE			
	Week Ended	Prev. Week	Cor.
Chicago	26,781	25,554	23,960
Kan. City	17,143	19,650	17,976
Omaha	30,207	31,949	27,739
St. Louis	10,715	10,984	4,516
St. Joseph	12,483	12,904	12,564
St. Paul	10,834	10,122	11,046
Wichita	5,722	5,954	4,257
New York & Jer. City	13,543	13,420	12,174
Okla. City	12,451	11,324	13,539
Cincinnati	5,153	4,994	4,653
Denver	14,517	13,522	11,155
St. Paul	18,057	16,940	16,481
Milwaukee	3,812	...	4,183
Totals	181,418	177,317	154,243

HOGS			
Chicago	31,983	31,047	28,727
Kan. City	10,457	10,066	9,515
Omaha	44,514	42,315	26,955
St. Louis	26,627	25,210	9,908
St. Joseph	18,488	19,226	22,122
St. Paul	17,440	15,768	18,357
Wichita	9,696	10,385	8,086
New York & Jer. City	51,151	48,293	46,853
Okla. City	9,396	13,078	10,505
Cincinnati	17,801	15,239	14,005
Denver	5,048	7,451	4,992
St. Paul	33,340	34,250	36,687
Milwaukee	4,192	...	4,187
Totals	280,223	272,328	244,800

SHEEP			
Chicago	4,165	4,057	6,550
Kan. City	3,296	4,352	5,907
Omaha	13,768	13,375	14,865
St. Louis	3,803	4,637	1,737
St. Joseph	6,223	6,168	7,860
St. Paul	3,130	2,005	5,448
Wichita	1,276	952	601
New York & Jer. City	47,656	49,583	46,708
Okla. City	1,596	2,253	2,415
Cincinnati	1,145	807	586
Denver	12,457	14,858	13,880
St. Paul	5,535	4,287	4,796
Milwaukee	926	...	766
Totals	104,976	107,334	112,119

*Cattle and calves.

†Federally inspected slaughter, including directs.

‡Stockyards sales for local slaughter.

§Stockyards receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter in Canada for week ended August 27:

	Week Ended	Same week
	Aug. 27	1954
CATTLE		
Western Canada	17,128	16,239
Eastern Canada	18,370	16,991
Totals	35,498	33,230
HOGS		
Western Canada	33,803	27,522
Eastern Canada	33,934	44,086
Totals	67,737	72,208
SHEEP		
Western Canada	5,290	4,933
Eastern Canada	12,307	11,089
Totals	17,597	16,022

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Sept. 3:

	Cattle	Calves	Hogs	Sheep
Salable	183	10	9	74
Total (Inc. directs)	6,277	5,359	22,152	13,747
Prev. week:				
Salable	145	60	12	...
Total (Inc. directs)	5,838	4,277	22,527	21,129

*Including hogs at 31st St.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS			
	Cattle	Calves	Hogs
Sept. 1	2,246	567	8,414
Sept. 2	573	367	5,934
Sept. 3	203	25	1,906
Sept. 5	Holiday		
Sept. 6	22,000	400	9,000
Sept. 7	15,000	300	10,500
Week so far	37,000	700	19,500
Wk. ago	44,716	1,363	27,754
Yr. ago	35,228	845	24,255
2 years ago	24,683	931	22,206

SHIPMENTS			
Sept. 1	2,611	28	922
Sept. 2	1,830	16	1,538
Sept. 3	237	...	1,612
Sept. 5	Holiday		
Sept. 6	7,000	...	2,000
Sept. 7	6,000	...	1,000
Week so far	13,000	...	3,000
Wk. ago	17,051	123	2,859
Yr. ago	12,183	68	684
2 years ago	7,872	26	1,391

SEPTEMBER RECEIPTS			
	1955	1954	
Cattle	40,022	40,574	
Calves	1,659	1,836	
Hogs	35,808	35,649	
Sheep	10,500	6,061	

SEPTEMBER SHIPMENTS			
	1955	1954	
Cattle	17,698	16,701	
Hogs	5,400	2,344	
Sheep	2,542	1,414	

CHICAGO HOG PURCHASES			
	Week ended	Week ended	
	Sept. 7	Aug. 31	
Packers' purch.	25,285	31,175	
Shippers' purch.	4,658	6,599	
Totals	29,943	37,774	

LIVESTOCK PRICES AT LOS ANGELES			
	Sept. 7		
Steers, ch. & pr.	None qtd.		
Steers, choice	\$21.75@22.25		
Steers, com'l & gd.	17.50@20.00		
Heifers, good	20.00 only		
Heifers, com'l & gd.	17.00@20.00		
Cows, util. & com'l	11.00@13.00		
Cows, can. & cut.	9.00@11.00		
Bulls, util. & com'l	14.50@16.25		

LIVESTOCK RECEIPTS			
	Good & choice		
Com'l & good	16.50@17.50		
Cull & util.	13.00@16.00		
U.S. 1-3, 200/220	\$18.25@18.50		
Sows, 275 lbs.	14.00 only		

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EDWARD KOHN Co.

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Straight or Mixed Cars

**BEEF • VEAL
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AND OFFAL**

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...the kind your ham makers prefer

The most complete line available. Over 100 sizes, 10 different shapes. All in Cast Aluminum—some in Stainless Steel. Ask for booklet "The Modern Method", listing all and containing valuable ham boiling hints.

HAM BOILER CORPORATION
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Phone us at OMAHA
for BACON HOGS like these!

We can sort your needs from plentiful
supplies and wide assortment of vari-
ous weights available daily at Omaha.
CALL US to increase your dressing
percentage!

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OMAHA 7, NEBRASKA Phone MARKET 8403

The ham that's
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Morrell **PRIDE** **E-Z-CUT HAM**

BY JOHN MORRELL & CO., OTTUMWA, IOWA, SIOUX FALLS, SO. DAKOTA,
ESTHERVILLE, IOWA, AND MADISON, SO. DAKOTA
Processors of fine quality Ham - Bacon - Sausage - Canned Meats - Pork - Beef - Lamb

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Sept. 6, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul
HOGS (Includes Bulk of Sales):

BARROWS & GILTS:

U.S. No. 1-3:					
120-140 lbs..	\$12.75-14.00	None qtd.	None qtd.	None qtd.	None qtd.
140-160 lbs..	13.75-15.00	None qtd.	None qtd.	None qtd.	\$15.25-15.75
160-180 lbs..	14.75-16.00	\$14.50-16.00	\$14.50-15.75	\$14.75-15.75	15.50-16.25
180-200 lbs..	15.75-16.60	15.75-16.50	15.50-16.50	15.50-16.50	16.00-16.50
200-220 lbs..	16.25-16.85	16.25-16.65	16.25-16.65	16.25-16.75	16.75-17.00
220-240 lbs..	16.25-16.85	16.35-16.65	16.35-16.65	16.25-16.75	16.75-17.00
240-270 lbs..	16.25-16.75	16.40-16.65	16.25-16.65	16.25-16.75	16.00-16.25
270-300 lbs..	15.75-16.40	16.00-16.65	None qtd.	16.00-16.50	None qtd.
300-330 lbs..	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
330-360 lbs..	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
Medium:					
160-220 lbs..	None qtd.	None qtd.	None qtd.	14.50-16.75	None qtd.

SOWS:

Choice:					
270-300 lbs..	14.75-15.00	15.50-16.00	15.50-15.75	15.50-15.75	15.50-15.75
300-330 lbs..	14.75-15.00	15.25-15.75	15.25-15.50	15.00-15.50	15.00-15.50
330-360 lbs..	14.25-14.75	14.50-15.50	14.75-15.25	14.25-15.25	14.50-15.00
360-400 lbs..	13.75-14.25	14.25-14.75	14.00-15.00	13.75-14.50	13.50-14.50
400-450 lbs..	13.25-13.75	13.75-14.50	13.50-14.25	13.25-14.00	12.50-14.00
450-500 lbs..	11.75-13.25	13.00-13.75	13.00-13.75	13.00-13.50	11.50-13.00
Medium:					
250-500 lbs..	None qtd.	None qtd.	None qtd.	12.00-13.50	None qtd.

SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:					
700-900 lbs..	23.50-24.50	None qtd.	None qtd.	None qtd.	22.25-23.25
900-1100 lbs..	23.75-24.75	23.75-25.50	23.50-24.50	23.25-24.50	22.50-23.50
1100-1300 lbs..	23.25-24.50	23.50-25.50	23.25-24.50	23.00-24.50	23.00-24.00
1300-1500 lbs..	22.50-24.00	22.75-25.00	22.75-24.00	22.00-24.00	22.50-23.50

Choice:

700-900 lbs..	22.00-23.75	22.00-23.75	21.25-23.50	20.75-23.25	22.25-22.75
900-1100 lbs..	22.00-23.75	22.50-23.75	21.25-23.50	21.25-23.50	22.75-23.00
1100-1300 lbs..	21.50-23.50	22.25-23.75	20.75-23.50	21.25-23.50	22.75-23.00
1300-1500 lbs..	21.00-23.25	22.25-23.50	20.50-22.75	21.00-23.00	22.00-22.75

Good:

700-900 lbs..	18.50-22.00	18.75-22.50	18.00-21.25	18.50-21.00	22.00-22.50
900-1100 lbs..	18.50-22.00	19.25-22.50	18.50-21.25	18.50-21.25	22.00-22.50
1100-1300 lbs..	18.25-21.75	18.75-22.50	18.50-21.00	18.50-21.25	21.50-22.00

Commercial,

all wts. ..	15.00-18.50	15.50-19.25	14.00-18.50	15.75-18.50	15.00-18.00
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Utility,

all wts. ..	12.50-15.00	13.00-15.50	11.50-14.00	12.00-15.75	13.00-15.00
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HEIFERS:

Prime:

600-800 lbs..	22.75-23.50	None qtd.	None qtd.	None qtd.	None qtd.
800-1000 lbs..	22.75-23.75	23.00-24.00	22.75-23.50	21.75-23.25	None qtd.

Choice:

600-800 lbs..	21.00-22.75	20.75-23.00	20.75-22.75	19.25-21.75	21.50-22.00
800-1000 lbs..	21.00-22.75	21.00-23.25	21.00-22.75	19.75-22.25	21.50-22.00

Good:

500-700 lbs..	18.00-21.00	18.50-21.00	17.00-21.00	17.00-19.25	18.00-21.50
500-900 lbs..	18.00-21.00	18.75-21.00	17.25-21.00	17.00-19.75	18.00-21.50

Commercial,

all wts. ..	14.50-18.00	14.00-18.75	13.50-17.25	13.50-17.00	14.50-17.00
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Utility,

all wts. ..	11.50-14.50	11.50-14.00	10.50-13.50	10.50-13.50	12.00-14.50
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COWS:

Commercial,

all wts. ..	11.00-12.50	11.50-13.00	11.00-12.50	10.75-12.75	11.50-12.00
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Utility,

all wts. ..	10.00-11.00	10.00-11.75	9.25-11.00	9.00-10.75	10.50-11.50
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Can. & cut.,

all wts. ..	7.00-10.00	8.00-11.00	8.00-9.50	7.00-9.00	8.50-10.00
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BULLS (Yrds. Excl.) All Weights:

Good	11.00-12.00	12.00-14.00	None qtd.	11.50-12.75	13.00-14.00
Commercial ..	13.00-14.00	14.50-15.50	12.50-13.50	12.75-13.75	13.00-14.00
Utility	12.00-13.00	13.50-14.50	11.00-13.00	11.25-12.75	13.00-15.00
Cutter	10.00-12.00	11.75-13.50	10.00-11.00	10.25-11.25	13.00-15.00

VEALERS, All Weights:

Ch. & pr.	21.00-26.00	23.00-25.00	18.00-20.00	16.00-18.00	21.00-23.00
Com'l & gd. ..	16.00-21.00	16.00-23.00	16.00-18.00	12.00-16.00	15.00-21.00

CALVES (500 Lbs. Down):

Ch. & pr.	16.00-19.00	17.00-22.00	15.50-18.00	15.00-17.50	18.00-20.00
Com'l & gd. ..	13.00-16.00	14.00-17.00	12.00-15.50	11.50-15.00	13.00-17.00

SHEEP & LAMBS:

SPRING LAMBS:

Ch. & pr.	20.50-21.75	20.75-22.25	19.50-20.00	19.50-20.00	20.00-20.50
Gd. & ch.	18.00-20.50	18.50-21.00	17.75-19.50	18.00-19.50	19.00-20.00

YEARLINGS:

Ch. & pr.	None qtd.	16.75-17.50	None qtd.	None qtd.	None qtd.
Gd. & ch.	None qtd.	15.50-16.75	None qtd.	None qtd.	None qtd.

EWES (Shorn):

Gd. & ch.	4.50-5.50	4.25-5.25	4.25-5.25	4.00-4.75	4.50-5.50
Cull & util. ..	3.00-4.50	3.00-4.25	2.50-4.25	3.00-4.00	2.50-4.50

KETS

Tuesday,
Marketing

St. Paul

None qtd.
\$15.25-15.75
15.50-16.25
16.00-16.50
16.75-17.00
16.75-17.25
16.00-16.25
None qtd.
None qtd.
None qtd.
None qtd.

None qtd.

15.50-15.75
15.00-15.50
14.50-15.00
13.50-14.50
12.50-14.00
11.50-13.00

None qtd.

22.25-23.25
22.50-23.50
23.00-24.00
22.50-23.50

22.25-22.75
22.75-23.00
22.75-23.00
22.00-22.75

22.00-22.50
22.00-22.50
21.50-22.00

15.00-18.00

13.00-15.00

None qtd.
None qtd.

21.50-22.00
21.50-22.00

18.00-21.50
18.00-21.50

14.50-17.00

12.00-14.50

11.50-12.00

10.50-11.50

8.50-10.00

13.00-14.00
13.00-14.00
13.00-15.00
13.00-15.00

21.00-23.00
15.00-21.00

18.00-20.00
13.00-17.00

20.00-20.50
19.00-20.00

None qtd.
None qtd.

4.50- 5.50
2.50- 4.50

SIONER

CEBICURE[®] and CEBITATE[®]

(Ascorbic Acid Merck) (Sodium Ascorbate Merck)

Now ... M. I. B. approved for curing all Pork and Beef products



For bacon and ham—CEBITATE brings earlier development of a more uniform cure-color and retards fading.



For cooked, cured sausage products—millions of pounds are being produced each week with better, longer-lasting cure-color and protection against color fade by using CEBICURE or CEBITATE.

OTHER TESTED USES

Corned Beef—CEBITATE speeds the development of uniform pink color, minimizes surface discoloration.

Pickled Pigs Feet—Add CEBITATE to curing pickle and CEBICURE to vinegar pickle to assure more appetizing color and better eye appeal.

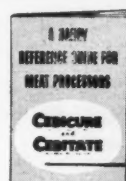
New Development is spray application of CEBICURE or CEBITATE to the surface of cured meats. This treatment is highly effective in protecting the color of such products as sliced luncheon meats, sliced bacon and hams.

Only Cebicure and Cebitate offer all these advantages

1. Especially designed for use in curing meat products. Both materials are free-flowing, non-dusting, and non-caking. Dissolve readily in cold water. Adapt easily to existing procedures. No additional equipment needed.
2. Cut production costs by shortening curing time, eliminating pre-curing in many cases, reducing holding periods after pumping.
3. Give meat products better, longer-lasting color, greater eye appeal, and faster movement at the point of sale.
4. Guard against costly losses by retarding color-fade or loss of bloom during storage.
5. Supplied in convenient avoirdupois packages. Shipped with transportation prepaid from conveniently located stock points.

Send for FREE booklet

The Handy Reference Guide for Meat Processors gives tested procedures for using CEBICURE and CEBITATE, plus other valuable information needed in meat processing. Illustrated. For free copy, address Dept. NP9-10.



Research and Production
for the Nation's Health



MERCK & CO., INC.

Manufacturing Chemists

RAHWAY, NEW JERSEY

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SEPTEMBER 10, 1955

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 3, 1955, as reported to The National Provisioner:

CHICAGO

Armour, 6,905 hogs; Wilson, 4,009 hogs; Shippers, 5,319 hogs; and Others, 21,069 hogs.

Totals: 26,781 cattle, 1,132 calves, 37,302 hogs, and 4,165 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour...	2,520	912	2,835	917
Swift...	3,390	964	3,049	2,379
Wilson...	1,722	...	2,223	...
Butchers...	6,821	164	1,274	...
Others...	650	...	976	...

Totals: 15,103 2,040 10,457 3,296

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour...	8,541	5,239	2,353	2,353
Cudahy...	3,900	5,892	2,833	...
Swift...	6,845	5,948	2,590	...
Wilson...	3,934	3,577	1,774	...
Am. Stores...	1,086	...	...	...
Cornhusker...	1,085	...	...	...
O'Neill...	573	...	...	...
Nob. H...	959	...	...	...
Eagle...	72	...	...	...
Gr. Omaha...	1,044	...	...	...
Rothschild...	1,429	...	...	...
Roth...	1,396	...	...	...
Kingman...	1,447	...	...	...
Merchants...	112	...	...	...
Midwest...	180	...	...	...
Others...	1,067	7,688	...	...

Totals: 34,270 28,344 9,530

E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour...	3,351	1,090	8,100	2,228
Swift...	3,638	1,983	9,872	1,768
Hunter...	653	...	1,853	...
Heil...	...	...	3,152	...
Krey...	...	...	3,650	...
Laclede...	...	...	...	...
Lucier...	...	...	...	...

Totals: 7,642 3,073 26,627 3,996

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift...	3,989	534	9,421	1,796
Armour...	4,540	426	6,356	1,645
Others...	4,734	368	3,811	2,252

Totals: 13,263 1,328 19,588 5,693

*Do not include 108 cattle, 72 calves, 2,709 hogs and 2,782 sheep direct to packers.

SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Armour...	4,369	28	7,154	2,400
S.C. Dr.	...	...	...	...
Beef...	2,212	...	...	...
Swift...	3,574	...	3,729	2,531
Butchers...	553	6	...	...
Others...	9,812	28	7,792	497

Totals: 20,520 62 18,675 5,428

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy...	2,654	610	3,082	...
Kansas...	963	...	...	...
Dunn...	138	...	...	...
Dold...	96	...	...	...
Sunflower...	60	...	...	...
Pioneer...	...	...	...	...
Excel...	500	...	...	...
Armour...	53	...	...	597
Swift...	...	...	...	679
Others...	1,484	...	375	298

Totals: 5,348 610 4,324 1,574

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour...	2,605	450	942	260
Wilson...	2,956	606	1,144	200
Others...	3,879	379	1,283	141

Totals: 9,440 1,435 3,369 601

*Do not include 867 cattle, 709 calves, 6,027 hogs and 995 sheep direct to packers.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour...	113	1	...	...
Cudahy...	...	...	...	...
Swift...	45	...	77	...
Wilson...	218	25	...	...
United...	762	9	230	...
Acme...	503	...	...	...
Ideal...	472	...	...	...
Atlas...	419	...	...	...
Gr. West...	389	...	...	...
Com'l...	245	...	...	...
Others...	2,590	483	810	...

Totals: 5,782 528 1,117

DENVER

	Cattle	Calves	Hogs	Sheep
Armour...	1,799	113	...	5,533
Swift...	1,553	154	2,157	6,140
Cudahy...	700	85	2,865	202
Wilson...	902	2	...	3,502
Others...	7,255	222	2,217	254

Totals: 12,278 556 7,239 15,631

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall...	...	...	...	403
Schlachter...	203	15	...	...
Others...	4,339	1,196	19,377	1,563

Totals: 4,542 1,211 19,377 1,966

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour...	6,424	2,713	14,173	2,487
Bartusch...	1,145	...	...	...
Rifkin...	1,068	...	...	...
Superior...	2,084	...	...	...
Swift...	7,336	2,720	19,167	3,048
Others...	1,668	1,617	8,087	303

Totals: 19,725 7,050 41,427 5,838

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour...	1,166	1,475	1,145	1,937
Swift...	1,782	2,238	1,185	2,744
Bl. Bon...	414	42	240	...
City...	557	1	45	...
Rosenthal...	26	...	...	...

Totals: 3,945 3,765 2,621 4,681

TOTAL PACKER PURCHASES

	Week end, Sept. 3	Prev. week	1954
Cattle	178,639	179,835	168,836
Hogs	220,467	230,145	196,441
Sheep	62,399	57,665	63,351

CORN BELT DIRECT TRADING

Des Moines, Sept. 7 — Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were quoted by the USDA as follows:

	Hogs, U.S. No. 1-3:
160-180 lbs.	\$12.75@14.75
180-240 lbs.	14.50@16.40
240-300 lbs.	14.70@16.40
300-400 lbs.	13.60@15.05

270-360 lbs. 14.25@15.25

400-550 lbs. 11.00@13.50

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

	This week est.	Last week actual	Last year actual
Sept. 1...	43,500	46,000	40,000
Sept. 2...	53,000	45,000	35,000
Sept. 3...	33,000	36,500	30,000
Sept. 5... Holiday	54,500	Holiday	...
Sept. 6...	69,000	46,000	66,000
Sept. 7...	50,000	65,000	44,500

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Sept. 7, were as follows:

	CATTLE:
Steers, ch. & pr.	None qtd.
Steers, good	None qtd.
Steers, com'l	\$17.00@18.00
Heifers, gd. & ch.	None qtd.
Heifers, com'l & gd.	17.00@19.00
Cows, util. & com'l	11.50@13.50
Cows, can. & cut.	8.00@10.50
Bulls, cut. & util.	11.00@13.00

	VEALERS:
Choice & prime	\$24.00@26.00
Good & choice	20.00@24.00
Util. & com'l	12.00@19.00

	HOGS:
U.S. 1-3, 180/240	\$16.75@17.75
Sows, 400/down	14.25@15.00

	LAMBS:
Good & prime	\$18.00@22.00

WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ended Sept. 3, 1955, was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	13,543	15,022	51,151	47,656
Baltimore, Philadelphia	8,606	1,406	21,979	2,961
Cincinnati, Cleveland, Detroit,				
Indianapolis	18,347	7,857	99,130	12,254
Chicago Area	27,919	8,302	52,796	5,941
St. Paul-Wis. Areas ²	33,024	19,158	85,766	10,773
St. Louis Area ³	16,915	7,976	64,133	7,855
Sioux City	10,340	36	17,973	2,628
Omaha Area	33,863	875	63,359	15,782
Kansas City	18,701	4,046	29,452	7,215
Iowa-So. Minnesota ⁴	31,318	11,758	247,337	34,521
Louisville, Evansville, Nashville,				Not Available
Memphis	13,828	13,287	39,893	21,137
Georgia-Alabama Areas ⁵	9,173	9,173	21,137	21,137
St. Joseph, Wichita, Okla. City	21,905	6,371	36,701	7,823
Ft. Worth, Dallas, San Antonio,	18,438	8,324	13,203	11,622
Denver, Ogden, Salt Lake City...	17,272	1,283	10,361	29,005
Los Angeles, San Francisco Areas ⁶	27,729	3,432	30,086	30,942
Portland, Seattle, Spokane	7,719	1,088	13,418	7,454
GRAND TOTALS	328,700	115,478	897,905	234,572
Totals previous week	326,713	112,603	863,692	231,827
Totals same week 1954	309,591	116,527	825,636	244,556

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Newport, Minn., and Madison. ³Includes Milwaukee, Green Bay, Wis. ⁴Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁵Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁶Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt., paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Aug. 27, compared with the same time 1954, was reported to the National Provisioner by the Canadian Department of Agriculture as follows:

STOCK-YARDS	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	Up to 1000 lbs.	Good and Choice	Good and Choice	Grade B ¹ Dressed	1955	1954	Good	Handyweight
Toronto	\$19.50	\$20.50	\$22.77	\$22.68	\$27.50	\$27.55	\$20.33	\$22.50
Montreal	20.00	20.00	21.50	21.25	28.00	27.50	20.30	20.50
Winnipeg	19.00	18.20	21.60	19.81	25.00	24.50	19.25	20.25
Calgary	19.01	20.38	19.11	18.81	25.30	27.30	17.75	18.60
Edmonton	19.50	20.25	19.50	17.75	25.85	27.50	18.40	18.50
Lethbridge	19.00	20.00	...	17.15	25.12	27.00	18.00	18.00
Gr. Albert	18.00	18.50	17.40	18.75	23.50	23.50	17.00	18.50
Moose Jaw	18.25	18.00	17.35	16.00	23.50	23.50	...	...
Saskatoon	18.75	17.50	18.80	19.00	23.50	23.60	16.60	18.00
Regina	18.00	18.50	18.25	17.10	23.50	23.50	...	17.10
Vancouver	18.90	...	17.75	18.50	...	...	...	19.50

*Dominion Government premiums not included.

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama and Jacksonville, Florida during the week ended Sept. 2:

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Sheep &
Lambs
47,656
2,361

12,254
5,941
10,773
7,953
2,968
15,782
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7,825
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